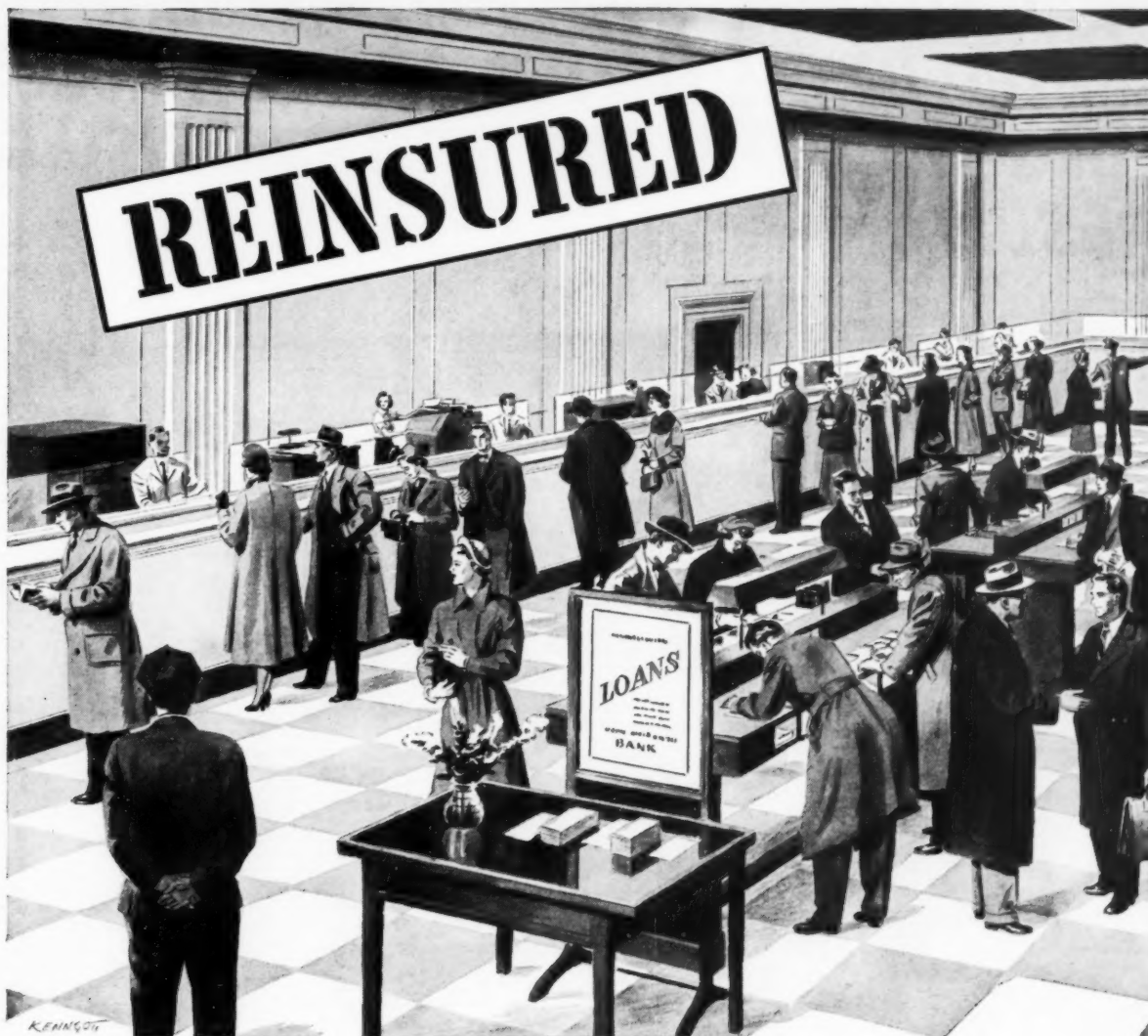


The NATIONAL UNDERWRITER



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THURSDAY, APRIL 5, 1951

NOTICE TO COMPANIES AND BROKERS

**AN AIR CARGO OF MONKEYS RECENTLY
INSURED FROM INDIA TO A MEDICAL
CENTER IN THE UNITED STATES, BROKE
LOOSE IN THE PLANE WITH SURPRISING
RESULTS —**



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CARE OF THE UNEXPECTED**

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CHICAGO * MONTREAL * LONDON

Commissioners Group Holds Multiple Location Hearing

Stone of Nebraska Conducts Session on the Two Main Plans

NEW YORK—A number of states have not acted on either the Multiple Location Service Office nor the independents' plan of rating multiple location risks, probably because they are waiting for action by the rates and rating organization committee of N. A. I. C., Stone of Nebraska, chairman of the committee, said in opening his hearing here. He said he wanted the committee to take action that would have significance countrywide.

The questioning by commissioners indicated they might like to see both plans in use. They sought data to support rate credits and modifications. On hand also were Hugh Christie of Florida, Graves of Arkansas, Bohlinger of New York and Forbes of Michigan.

T. D. McCarl, manager of M. L. S. O., described in detail the M. L. S. O. plan and the amendment to it as of December, 1950. Arkansas, Connecticut, Iowa, Maine, New York and Vermont have approved the plan with 1950 amendments, and Massachusetts has disapproved. The plan as amended generally has been filed in states which originally disapproved, except for one or two, including Alabama.

How About Both Plans

Stone asked if it were inconsistent for a state to approve both plans. Mr. McCarl saw no objection except for peculiarities of state law which might result in the okay of one and not the other.

Generally, he said, rating organizations won't file deviations. They have to be filed directly with the department. An exception is New England Fire Insurance Rating Organization which has filed the independent plan and the M. L. S. O.

Forbes can see no reason why a rating organization can't file both, that such practice is common in workmen's compensation. Stone wondered if America Fore could use both the M. L. S. O. and independent plans, one on some risks and the other on others. Mr. McCarl thinks the all-industry rating bill would preclude two different rates at the option of a single company. Stone pointed out that America Fore, for example, are members of rating bureaus along with companies that write the M. L. S. O. plans.

Labeling the Plans

Forbes asked George R. Carey, general counsel of America Fore, if he had a term to describe that plan. Mr. Carey prefers "independent" to "deviation" plan. He said he would like to have rating organizations do the stamping and servicing of the business and this practice is being followed where rating organization will do so. N. E. F. I. R. O. is doing so.

Mr. McCarl interjected that he would like to rename the Escott plan the M. L. S. O. plan while the committee was in the process of labeling.

Mr. Carey said the independent plan

Program Completed for Eastern Agents Conference at N. Y.

The completed program for the Eastern Agents Conference April 13-18 at Hotel Statler, New York, has been announced by the chairman, Edwin S. Cowles of Hartford. This is being held in conjunction with the midyear meeting of the N.A.I.A. board of state directors. Also, April 13-15, the N.A.I.A. executive committee will be in session there. A hospitality service will be available to secure tickets for shows, to give tips on eating places, secretarial assistance and places to shop.

At the banquet April 17 Home will offer a program of entertainment and preceding the banquet, America Fore will give a cocktail party. Royal-Liverpool will sponsor a buffet supper and get-together April 15. North British is providing eight door prizes.

The Rev. Arthur B. Moss, minister of John Street Methodist Church, will give the invocation the morning of April 16. Morton V. V. White of Allentown, Pa., chairman of the conference committee, will report and Frederick W. Doremus, secretary of Eastern Underwriters Assn., will talk. James M. Cahill, secretary of National Bureau of Casualty Underwriters, will give a paper on "Casualty Manual Changes." That afternoon the state directors will meet with President M. J. Miller presiding.

The next morning talks will be given by E. H. Luecke of Fidelity & Casualty on "Insurance Salesmanship and You, the Salesman;" Elmer Miller, insurance editor of New York Journal of Commerce, on "Cooperation Within the Industry" and Maurice Herndon, Washington representative of N.A.I.A., on "Grass Roots Help." There will be the election of officers and installation followed by a talk by President Miller, and then the board of state directors will go into session again. That board will hold its final session the morning of April 17.

H. Earl Munz of Paterson, N. J., is first vice-chairman of the Eastern Conference and chairman of the entertainment and local arrangements committee. Second vice-chairman is Henry G. Dudley of Washington, who is also publicity chairman. Secretary is J. Vernon Coblentz of Frederick, Md., and treasurer is Preston H. Hadley of Bellows Falls, Vt.

Committee on Valuation of Securities Meets April 20

The committee on valuation of securities of the National Assn. of Insurance Commissioners will meet at the New York department April 20.

On the agenda are the annual report of the valuation subcommittee for the fiscal year ending May 31 and the proposals on the subcommittee's principles of valuation. The committee will also discuss oil and gas production loans and the proposed budget for the next fiscal year.

Bohlinger of New York is chairman of the committee. Members are Allyn, Connecticut; Larson, Florida; Alexander, Iowa; Sullivan, Massachusetts; Stone, Nebraska; Gaffney, New Jersey; Leslie, Pennsylvania, and Sullivan, Washington.

"Reinsurance" Eliminated

Official title of Constitution Reinsurance Corp. of New York has been changed to Constitution Insurance Corp. President Henry Ibsen states that this is in keeping with the development progress of the organization and has the approval of the New York department.

Agree on Study of Fla. Waterfront Hotel Coverage

At the information discussion of insurance executives and Commissioner Larson of Florida at Savannah this week it was agreed to set up a committee of the Miami Board and one from Southeastern Underwriters Assn. to study the problem of supplying coverage on Miami and Palm Beach waterfront hotels.

It has been increasingly difficult for such hotels to get sufficient insurance, and the two committees will consider both form and rate in an effort to come up with something more palatable to insurers than current offerings.

The suggestion of a deductible was not greeted with cheer. One suggestion accorded more favor was restriction of cover to structural damage, to get away from maintenance type costs such as repainting.

In the opinion of many reasonable insurance men the 365 hotels involved in the problem have assumed a substantial additional risk by building so close to the water—some of them are within 12 feet of high tide. This is actually a business risk which the operators of those hotels can't properly transfer to insurers, since it is almost certain they will sustain damage in any heavy blow and very heavy losses in any hurricane. Their catastrophe risk insurers may be able to work out a way to write. It has been suggested that the Chubb & Son deductible plan might be used by some companies to write the hotels. Generally, insurers don't believe rate alone is the answer.

After the 1947 hurricane many insurers that write quite freely in the rest of Florida cut their writings on waterfront property sharply or altogether. The mutuals and London Lloyds were heavily involved in last year's hurricane and the mutuals began to pull out. Lloyds still is writing some of the business but they are increasing their deductible from 1½% to 2% and becoming more reluctant.

It is understood that currently 98% of the insurance on these particular hotels is being written as surplus lines.

Hemispheric Day Set

WASHINGTON — May 14 will be observed throughout the western hemisphere as Hemispheric Insurance Day, A. L. Kirkpatrick, manager U. S. Chamber of Commerce insurance department, announces. This is the fifth anniversary of the first hemispheric conference.

About 400 will attend a luncheon at the Waldorf-Astoria at New York that day at which John A. Diemand, president of North America and chairman of the chamber's hemispheric insurance committee, will be master of ceremonies.

Arrangements for the luncheon are in charge of a committee headed by Henry C. Thorn, New York manager of North America. Other members are: John T. Byrne, Talbot, Bird & Co.; R. W. Cauchois, Johnson & Higgins; Reed M. Chambers, U. S. Aviation Underwriters; Arthur A. Quaranta, Marsh & McLennan; Arthur Snyder, Alfred M. Best Co., and Harry F. Legg, insurance section New York Board of Trade.

Maine Bill Passes for 50% Countersignature Fee

Both houses of the Maine legislature have passed for enactment a bill requiring that a resident countersigning agent on fire business must receive at least 50% of the commission.

E. L. Williams to Depart from Executives Body

I. E. A. at Savannah Conference Abolishes the Office of President

That E. L. Williams will retire from the service of Insurance Executives Assn. May 1 was announced from the Savannah meeting of chief executives by John R. Cooney of Firemen's, who is chairman of the board of trustees of I. E. A. The office of president which Mr. Williams had held since 1943 is being abolished. Also the office of the trustees is to be eliminated.

Gathered at Savannah, besides the I. E. A. members, were, it is understood, representatives of a number of non-members, some of whom had departed from I. E. A. in connection with differences with Mr. Williams. Among the non-members said to have been represented at Savannah were Home, North America, Fireman's Fund and Fire Association.

The query naturally arose to whether the purpose was to abandon I. E. A., but apparently this is not at all the case. On the contrary, the idea seems to be to develop an organization that will attract a membership representative of the stock fire business.

Future Still Uncertain

Further developments are not expected to be announced for some time. It may be that the direction and character of I. E. A. in the future has not yet been completely adumbrated. Many questions are not yet decided. For example: Will another big name be secured to head it? Will there be some integration of regional organizations? Will the organization act as a clearing house for fire rating matters that require national treatment?

Mr. Williams came to the fore at a critical time when the insurance business, particularly fire, was disrupted and confused following the Supreme Court decision that insurance was commerce. He was a controversial figure in his early days at I. E. A. and several companies resigned from that organization.

Mr. Williams was formerly a partner in the New York law firm of Wright, Gordon, Zachry, Parlin & Cahill. This firm represented fire companies at the time the anti-trust actions were being brought and Mr. Williams came to the fore as the successor to Paul Haid as president of I. E. A. He became something of a storm center from the outset and in recent years has avoided the limelight. Hence there was the utmost interest in the lengthy paper that he gave just recently at the Midwest Territorial Conference of N. A. I. A. at Memphis.

Biggest Since San Francisco

New Hampshire Fire in its prospectus covering the sale of 75,000 new shares of stock, mentioned that the largest loss in its history since the San Francisco fire of 1906 was suffered in the Nov. 25-26 storm of last year. The net loss of New Hampshire group from this storm is expected to amount to about \$400,000.

PRACTICAL IDEAS

Insurer Problems Where Electronics May Help

NEW YORK—Fire and casualty accountants and statisticians have been fascinated by the tremendous promise for insurance that lies in the development of electronics and electronic devices for calculation, computation, etc.

E. G. Crapser, vice-president of the Pacific Fire group, recently drew up a memorandum on the fire insurance problems which the companies and research people working on electronic machines may be able to help solve. He is chairman of the electronics committee of the Insurance Accountants Assn. Others on that committee are J. B. Clancy, Royal-Liverpool; P. J. Synor, North British; G. T. Dearborn, Potosi; A. M. Hathaway, Old Colony, and J. M. Donovan, Travelers Fire.

Limitless Possibilities

There is apparently no limit to the use of electronics in business, Mr. Crapser comments. Whether or not the applications dreamed up are practical is another question. The electronic devices in many cases use few if any moving parts. There will be many developments and improvements and it is hoped that the cost of the machines will come down to something reasonable. But there is apparently no limit to what the machines can do.

The speeds are so tremendous that it is easy to visualize doing a great deal more work than is done today and doing it oftener. It is possible to visualize having the work done on a day to day basis so that taking off of statistics or figures for annual statements would be only a matter of adding the last day and printing the results.

This of course is greatly over-simplified, but it is within the realm of possibility. A practical approach, however, might be a combination of day to day work and monthly, quarterly and annual summary work, similar to present punch card procedures.

Getting More from Manual Start

One weakness of the present electronic development is that everything must be manually put on a tape of some sort. This operation can be coupled with another operation very easily, however. For example, in writing policies, every bit of information typed on the policy can be put on the tape. This means not only the kind of abstract usually made up, but a complete copy of the policy so that any bit of information shown on the contract can be reproduced, assembled and tabulated whenever needed.

It is possible that there will be developed attachments for producing such tapes on all typewriters which prepare policies, loss pockets and other original data, Mr. Crapser thinks. In this way there would be a complete record of every item written, every loss set up, and so on. When policies are allotted to an agent, a tape could be prepared of all the numbers allotted, and presumably this could be done mechanically rather than manually. From this tape and the tape prepared for the typing of the policy, there could be an automatic check of the allotment record.

Checking Electronically

In the fire business, a master tape could be made up representing National Board classifications in total together with the proper code numbers. By processing the tape of business written or losses set up, the proper codes can be placed on the premium and loss data. Also, checking rates could be handled by putting rate manuals on a tape to be checked against the original master tape of business written. Unquestionably any computation on the original daily report will be checked by electronic devices.

Mr. Crapser sees no reason why the entire fire record could not be put on a series of tapes and the fire record checking done by electronic machines. The machines can be instructed not only to check exact duplication but to check variations. The machines, it has been said, can do any job that a clerk can be instructed to do. If the instructions can be written out, the machines will do the job.

Line sheets could be reduced to tape and all items compared with the line sheets so that only items which require reinsurance need be looked at by the underwriters. It might be possible to develop a system which would do away with mapping and street carding. Machines would then automatically bring out congested liability.

The whole approach would be to single out items requiring attention and permitting the bulk of material to go through after it has been compared with the various tapes representing the present clerical operations in a fire company.

Punch Card Results, Plus

As to regular statistical work, the new electronic devices are quite capable of doing everything now done with punch cards, plus. It should be a simple matter to get actual unearned premiums if desired. By this Mr. Crapser means elimination of averages entirely and figuring reserves on a policy basis. Furthermore, it should be possible to do this by agent or any other unit. The speeds are so tremendous it should be possible to keep this up on a daily basis so that the information would be available any time. Certainly reinsurance could be made automatic, again by using the line sheet master tape.

Other tabulating ideas not yet fully developed such as account checking by machines would be a simple matter for electronic devices. Punch cards may not be eliminated entirely. Certain uses of them would be retained. Punch cards can be made up from tapes and the tapes made up from punch cards. There is a least one machine now that will print from punch cards at a rate of 1,000 lines a minute and in certain applications might print five lines at a time (that is, 5,000 lines a minute).

Auto and Inland Marine

In the auto and inland marine fields similar underwriting and rate checking procedures can be laid out eliminating practically all clerical work on the master details so that clerks retained would work on exceptions only. Statistics on fire, auto and inland marine would probably be developed to a much greater extent than at present.

Thus the thinking is of an automatic clerk who lacks imagination but who cannot make a mistake. Most electronic machines have at least one checking device and some have double checking devices. They are all aimed at practically 100% accuracy.

Programming the procedures is going to be a tremendous job and there will be a big field for electronically trained men. To a certain extent one can blunder along and make changes as he goes on punch card equipment, though the best installations are well thought out in advance. The electronic devices however will only do what they are told to do; therefore they must be told what to do correctly. With the new electronic machines no card record index would be needed and there would be no particular reason for keeping daily reports. Any daily could be reproduced in its original form from one of the tapes. The machines can accumulate statistics, make computations, write letters, copy a policy, figure loss ratios,

determine earned premiums, and so on, and make all sorts of comparisons simply by having the necessary instructions issued to the machine.

It is notable that a great many persons and firms independently are engaged in developing and adopting electronic equipment to business use, Mr. Crapser commented. Since few if any of them are familiar with insurance, an important need is for the insurance people to determine at what points in the business such equipment can be successfully used.

N. J., Conn., N. Y. '50 E.C. Loss Ratios Tell Woeful Tale

The woeful tale of the Nov. 25 windstorm is brought sharply into focus by the 1950 extended coverage experience in New Jersey, Connecticut and New York. According to tabulations run in recent issues of THE NATIONAL UNDERWRITER, the figures for which were obtained from the annual statement forms filed with the insurance departments of the three states, the loss ratio in New Jersey was 507%, Connecticut 272% and New York 165%.

Total E.C. direct writings in Connecticut were \$3,462,399, with net losses incurred amounting to \$9,422,702. In New Jersey, direct writings were \$8,044,903, with losses of \$40,858,517. New York direct writings were \$22,058,729, with losses totaling \$37,313,615.

One phenomenon of the windstorm that impresses loss men is the way in which losses continue to come in. One company reports 50 new ones a day; another between 300 and 400 a week. The experience of other insurers is similar, the number depending on the amount of premium the company writes.

Perhaps 75% of the "new" losses are those where first notice is in the form of proof of loss.

Herndon Sees Mutual Tax Issue as Dead Matter

Maurice G. Herndon, Washington representative of N.A.I.A., in addressing a luncheon meeting of Insurance Club of Pittsburgh, declared that "all Washington observers feel that the issue of increasing taxes or changing the tax formula of mutual fire and casualty companies is now a dead issue." Mr. Herndon said he predicted as much a year ago. He said the ways and means committee showed little interest in the "forthright statement of a group of stock agents on the need to increase the taxes of mutual fire and casualty companies." Then the mutual interests received a favorable reaction to their rebuttal statement. "Even the congressional 'evangelist of equal taxation,' Rep. Noah Mason of Illinois, stated at that time that he felt the present tax of mutual fire and casualty companies was 'adequate and fair.'"

Harpster to Head Office

Chris Harpster, district manager for the State Farm Companies at Rockford, Ill., has gone to the home office as supervisor of agency education and training. He taught at Illinois State Normal university from 1928 to 1944 and also during that period got a master's degree from University of Iowa. He went with State Farm as district manager at Springfield, Ill., in 1944, and since 1947 has been at Rockford. He is a C.L.U. and is vice-president of the northern Illinois C.L.U. chapter at Rockford.

Hear Steinhilber at Appleton

John Steinhilber, manager at Madison of Fire Insurance Rating Bureau, spoke at a dinner meeting of Appleton Assn. of Insurance Agents on office procedures in writing fire policies, submitting them to the bureau for checking and correcting inaccurate computations if any are found.

Rodda Describes Mutuals' Multiple Line Rating Plan

NEW YORK — What was characterized by Forbes of Michigan as the first multiple line rating bureau was described by W. H. Rodda, manager of Transportation Insurance Rating Bureau of Chicago, at the hearing of the commissioners' rates and rating organizations committee here.

Since Jan. 1, Mr. Rodda said, his bureau has secured an extension of its license as a rating bureau for mutual fire companies to handle both fire and casualty except where lines already are being handled by rating bureaus. This extension has enabled it to file its comprehensive dwelling endorsement, which is a broad cover on dwelling structures somewhat similar to the coverage provided by the personal property floater on P.P. The cover is all-risk, with the exclusion of flood, wave wash, war damage and wear-tear types of losses, written with \$50 deductible.

Existing rate bureaus were not equipped or were unwilling to handle the filings of the endorsement, he said. The endorsement to fire and extended coverage has been approved in 17 states and 20 states have granted license extension. All states will be approached. In Ohio a special form was filed to eliminate boiler because that state is non-multiple line. Some states have treated the cover as fire.

The bureau believes it to the advantage of the business and good of the public to approach the filing problem by cutting across lines in this way, Mr. Rodda said. Otherwise, for the most part, the companies would have had to file individually.

On motion of Bohlinger, the committee voted to place with the workmen's compensation committee the matter of expense by size of risk in liability lines, since the W.C. unit is making a similar study. C. H. Graves, Mutual Rating Bureau, filed an amended report for the five mutual companies participating in the study.

J. H. Finnegan of National Board recommended that the present classification plan on water damage, sprinkler leakage, riot and civil commotion, etc., be modified to a national basis. State by state breakdown produces small non-credible figures that are expensive to gather. Chairman Stone of Nebraska wondered if there would be any territorial differentials. Mr. Finnegan didn't know. The Mutual Bureau O.K.d. going to a national basis.

Edward I. Taylor, vice-president of Aetna Fire, said Illinois finally has formally approved the manufacturers output policy on a 230% loss ratio.

It is understood there was discussion in executive session of plans for a rating bureau for the output policy.

Hawaii Probe Resolution Brings Call for Aid

Maynard Garrison, former California commissioner, and A. J. Snow, manager of the Oregon division of Pacific Fire Rating Bureau, have gone to Honolulu as counsel for the Hawaiian Rating Bureau in connection with the passage of the Hawaiian senate of a resolution which calls for an investigation by the entire senate of fire insurance rates in the territory, to determine whether justification exists for the rates or whether a formula should be prescribed and enforced; what measures, if any, need be taken to insure maximum protection of employers as well as employees under the rates for workmen's compensation, and what measures, if any, are necessary for the adequate administration and enforcement of the insurance laws of the territory.

Northwestern Mutual Fire is planning an informal reception at Seattle, April 9 in recognition of its 50th anniversary.



FINANCIAL STATEMENTS DECEMBER 31, 1950

VALUATIONS ON BASIS APPROVED BY NATIONAL ASSOCIATION OF INSURANCE COMMISSIONERS

Companies	Capital	Total Admitted Assets	Liabilities (except capital)	Surplus to Policyholders
Firemen's Insurance Company of Newark, N. J. <small>Organized 1855</small>	\$12,625,000.	\$103,339,366.	\$59,095,773.	\$44,243,593.
The Girard Fire & Marine Insurance Company <small>Organized 1853</small>	1,000,000.	10,147,710.	6,856,269.	3,291,441.
National-Ben Franklin Fire Insurance Company <small>Organized 1866</small>	1,000,000.	9,795,730.	6,388,425.	3,407,305.
Milwaukee Insurance Company of Milwaukee, Wis. <small>Organized 1852</small>	2,000,000.	26,621,995.	17,269,325.	9,352,670.
The Metropolitan Casualty Insurance Co. of N. Y. <small>Organized 1874</small>	1,500,000.	34,858,112.	26,225,057.	8,633,056.
Commercial Casualty Insurance Company <small>Organized 1909</small>	1,000,000.	39,807,677.	30,226,458.	9,581,219.
Royal General Insurance Company of Canada <small>Organized 1906</small>	100,000.	425,988.	24,127.	401,861.

Pittsburgh Underwriters - Keystone Underwriters

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10 Park Place
Newark 1, New Jersey



WESTERN DEPARTMENT
120 So. LaSalle Street
Chicago 3, Illinois

SOUTHWESTERN DEPARTMENT
912 Commerce Street
Dallas 2, Texas

CANADIAN DEPARTMENTS
800 Bay St., Toronto 2, Ontario
535 Homer St., Vancouver, B. C.

PACIFIC DEPARTMENT
220 Bush Street
San Francisco 6, Calif.

FOREIGN DEPARTMENTS
102 Maiden Lane
New York 5, New York
206 Sansome Street
San Francisco 4, Calif.



PERSONALITIES AT DES MOINES CONVENTION OF ZONE 4 OF N.A.I.C. AS PHOTOGRAPHED BY HARRY FULLER, NATIONAL BUREAU OF CASUALTY UNDERWRITERS: Frank Sullivan, Kansas, vice-president of N.A.I.C.; F. J. Viehmann, Indiana, retiring chairman of zone 4; David Forbes, Michigan commissioner; A. J. Jensen, new North Dakota commissioner; Armand Harris, Minnesota commissioner, and Roy L. Davis of Chicago, manager of Assn. of Casualty & Surety Companies.

Fla. Commissioner Is on Trail of Wm. B. Landwehr

Commissioner Larson of Florida has requested Judge Comerford of St. Louis court of criminal correction to revoke the parole of William B. Landwehr on the ground that Landwehr has been violating the insurance laws of Florida, whereas the terms of the parole include a prohibition against violating the insurance laws of any state. Mr. Larson said Landwehr has been selling in Florida insurance in Midwest Ins. Co. of

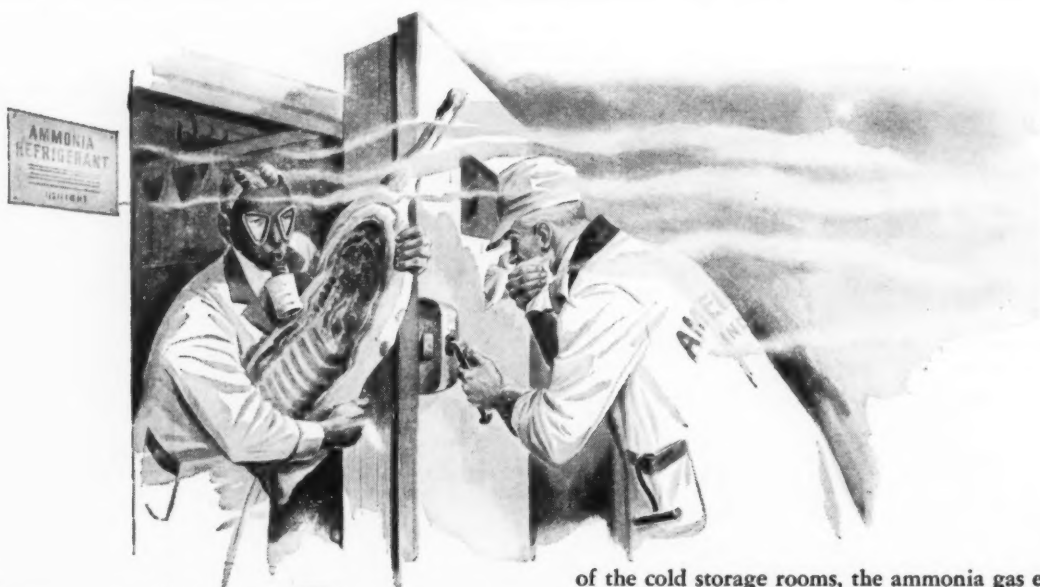
Indianapolis, Inter-County Ins. Co. of Dallas and Merchants Mutual Fire of St. Louis. Mr. Larson said he has received complaints from policyholders of these concerns to the effect that their claims have not been paid. He said he has asked postal authorities to look into the case also. He said most of the insurance in Florida was coverage on used cars and he estimated that some \$77,000 in premiums had been collected.

Landwehr last July was sentenced to two years in the workhouse and was fined \$800 on charges of acting as an insurance agent without a license, and

representing companies not licensed to do business in Missouri. Then he was paroled.

Plan Kan. Inspectors School

The annual school of Kansas Inspectors Assn. will be held at Wichita April 16-17. E. N. Harsha, chief engineer of Kansas Inspection Bureau, will head a panel on "Building and Fire Inspection Coordination." Harry F. Corbin, president of University of Wichita, leads a discussion on "Public Relations."



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of the cold storage rooms, the ammonia gas escapes and comes in contact with the stored products and contamination results. I know the loss of the piping and the refrigerant are covered under the policy, but do I have coverage for the meat products spoiled by contact with the ammonia gas?"

It's a meaty question! Know the answer? Or are you just by-passing plenty of profitable Boiler and Machinery prospects because you think it's too technical? It isn't! Not if you bone up with our latest "True or False." Write the Advertising Department for your copy.

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YOUR HOST DECISION

\$250,000 Mortality Loss Paid but Horse Is Kept by Lloyds

London Lloyds, through the adjusting organization of Toplis & Harding, has now paid to William Goetz, movie executive and son-in-law of Louis B. Mayer, the face amount of its \$250,000 policy insuring the famous racehorse Your Host.

Your Host suffered a fractured ulna Jan. 13. The horse was not destroyed for humane purposes, yet Lloyds is here recognizing liability. The policy excludes coverage for loss of performance, yet if Lloyds is successful in salvaging Your Host for use as a herd sire, the loss will be one of performance. That is, the horse will be unable to perform the services for which he was kept, employed or intended by Goetz.

The highest veterinary authorities were consulted. Lloyds seemingly relied heavily on the counsel of Dr. E. R. Frank, professor of surgery and equine bone specialist from Kansas State College at Manhattan, Kan. He concluded that the pain being suffered by the horse was not sufficient at this time to warrant destruction and he expressed the belief that Your Host can be cured for stud purposes. Veterinarians for the owner took an opposite position.

The top sire in Australia has an artificial foot.

This is, of course, one of the largest losses ever paid under a livestock mortality policy, which is tantamount to term life insurance. A few years ago a loss of \$300,000 was paid on a horse that had to be destroyed because of injuries suffered while it was being transported across the English Channel by air.

California Union Gives Report on First Full Year

California Union, the 1½ year old San Francisco company for which Edward Brown & Sons is underwriting managers, Dec. 31 reported assets of \$971,974, which was an increase of \$187,597. At the outset an amount was set aside for premium reserve purposes and was not incorporated in surplus. Hence the original net surplus of \$300,000 was not eaten into and the exact figure at Dec. 31 was \$309,627. The premium reserve was \$219,166. All of the investments are in government bonds. Gross premiums totaled \$1,266,968 and net premiums written were \$301,370. The loss ratio on a written basis was 36.9 and on an earned basis was 59.9. The expenses were 52.2%. Capital is \$325,650.

Accountants' Committees

J. M. Donovan, Travelers Fire, president of Insurance Accountants Assn., has named the following committee chairmen:

Program, George Dearborn, Potomac; taxation, P. J. Synor, North British; federal taxation, Malcolm Johnson, attorney; membership, H. W. Gsell, Fire Association; audit, S. C. Kingston; conference arrangements, H. E. Hill, Excess Reinsurance; conference proceedings, C. F. Kareth, Pearl.

Also, entertainment, F. L. Ziegler, Globe & Rutgers; nomination, J. W. Lamble, North Star; educational, A. Matthews, Pacific Fire; constitution, R. C. Ratcliff, Royal-Liverpool; electronics, E. G. Crapser, Pacific Fire; statistical research, Joseph Raywid, Corroon & Reynolds; and uniform accounting, L. L. Hansel, Royal-Liverpool.

W. J. Robinson Elected

William J. Robinson has been elected treasurer of Johnson & Higgins of Pennsylvania and Curtin & Brockie agency of Philadelphia to succeed F. B. Carpenter, retired.

Survey, Sell and Service



TO THE ALERT AGENT who is equipped to make a complete survey, every home owner and apartment dweller is a ready prospect. *Comprehensive Personal Liability*, as an example, is just one of the frequently overlooked but vital coverages more readily sold when the survey method is used.

Agents of *The American Insurance Group* are securing excellent clients by doing a complete job of surveying, selling and servicing with the new **HARRY HAZARD** Personal Survey Kit. They are selling Accounts of Insurance . . . not individual policies.



HARRY HAZARD
BLUEPRINT OF
PERSONAL PROTECTION



1846
The American Insurance Group
Newark, New Jersey

© The American Insurance Co.

The American Insurance Co.

Bankers Indemnity Insurance Co.

The Columbia Fire Insurance Co.

The Jersey Fire Underwriters

Insured Monkeys Have Fun Without Costing Insurer

The incident treated in the advertisement on the inside front cover of this week's issue occurred during a flight from Karachi, India, to New York. A concern at Karachi was shipping monkeys to the Rockefeller Foundation in New York for research purposes.

During flight, in bumpy weather, one cage broke open and the inmates proceeded to let out all their colleagues. The first the crew knew of this was when the cockpit was invaded. After a great deal of difficulty, members of the crew managed to drive the monkeys back and lock them in the cabin where they remained until their arrival at destination. The pilot meantime radioed for expert assistance to be on hand when the plane landed.

Details of Coverage

The insurance that was arranged on the monkeys covered them against all risks with various warranties as to veterinary certificates and injections while in transit against enteric, a fly borne disease which spreads very rapidly. They were also required to be quarantined for a period of two weeks before departure from Karachi en route to New York.

Under the insurance program the value of each monkey was set at \$35 with a maximum for the one shipment at \$10,650. The first five shipments of monkeys were to be written at a rate of 10% with a 3% return if there were no claims. The subsequent five shipments were to go at a 9% rate with a 3% return if there were no claims. The next 10 shipments were at 7% rate with a return of 2% if no claims arose.

Others Wanted the Same

The incident described in the advertisement stimulated considerable interest in the coverage, and there were requests for similar coverage. Fortunately, no claim arose as a result of the particular circumstances described, but there was a great deal of publicity.

The style of the advertisement is somewhat unusual and is the work of Arthur Ferrier. The previous advertisements of Stewart Smith & Co. by Mr. Ferrier have attracted attention.

Mr. Ferrier, a Scotsman by birth, from childhood had two ambitions, to draw and to live in London. His parents wanted him to be a scientist. He became a metallurgical chemist. Within a few years he was head analyst in the laboratory of a nickel works near Glasgow. But in the spring of the fourth year he surreptitiously did a drawing and sent it to Punch. It was accepted, and others followed. He settled in London and has lived there since.

He was successful from the outset,

Huge Deductible Cover for Standard, Ind., in Effect

North America has revealed more details of the \$500,000 deductible fire and E. C. written on properties of Standard Oil of Indiana. Property covered in Indiana, Illinois, Michigan, Wisconsin, Minnesota, Kansas, South Dakota and Wyoming, is valued at about \$500 million. Premiums will run \$750,000 the first year. Home and North America lead the list of 31 U. S. and foreign insurers participating on the line. U. S. insurers carry 59% of the line. The insurance became effective April 1.

In two states where Standard has property, Missouri and Iowa, the excess of losses plan has not been approved and the properties there are not covered under the program. Standard has refineries in Indiana, Illinois, Kansas and Wyoming, lake terminals in Michigan

and Wisconsin, river terminals in Indiana and Illinois and pipe line terminals in Indiana, Illinois, Minnesota and South Dakota.

Insurers, whose individual shares range from 8.5 to .1% are North America and Indemnity of North America, Home, Stewart Smith Inc., St. Paul, Fireman's Fund, Aetna Fire, Fire Association, Federal, American, Union Mutual of R. I., Employers Mutual Fire, Boston, Centennial, American Equitable, Camden Fire, American Motorists Fire, Transportation Mutual, Guaranty F. & M. of S. C., Universal, Lexington, Hardware Dealers Mutual, Kansas City F. & M., Indiana, Planet, London Lloyds, American International Underwriters, New Zealand and Union of Canton.

is recognized as a leading artist in the comic sketch field as well as in the painting of women, for which he has one of the greatest names in England. At one time he had features running simultaneously in five different Sunday newspapers. Later he made an exclusive arrangement with News of the World, the newspaper with the largest circulation in the world, 8,750,000 per issue. However, he still does sketches for periodicals, drawings for advertising, etc.

Clash on Rating Theories at Zone 4 Pow-wow

About 100 took part in the meeting of zone 4 of National Assn. of Insurance Commissioners at Des Moines with Viehmann of Indiana the chairman, in charge. Most of the discussion dealt with fire and casualty rating matters. There was a cocktail hour and banquet that was addressed by the secretary of the Iowa convention bureau. Day of Illinois was elected as the new chairman.

J. E. Kennedy of the Wisconsin department gave a discussion of methods of reporting experience under multiple location forms and also on method of checking fire and casualty rates in the course of regular examinations of companies. There was a clash of opinion on the subject of bringing additional classes of inland marine business under the rating laws. Harold Wayne, executive secretary of Inland Marine Insurance Bureau, insisted that the judgment factor must play an important part in a great many of the inland marine lines. Mr. Viehmann objected to this and Insurance Director Day of Illinois expressed concern. They asked whose judgment should be taken and Mr. Wayne declared that the insurance company whose assets are at stake, is the factor whose judgment is worth the most.

Justifying Minimum Premiums

A discussion of the idea of requiring bureaus and insurers to justify minimum premiums, was led by Thomas Carlson of National Bureau of Casualty Underwriters and Harold Wayne.

There was rather sharp cleavage on the idea of requiring close justification of territorial rate differentials. Insurance Director Day of Illinois and Linton T. Coddington of the Illinois department spoke on this subject. Mr. Day mentioned particularly the taxicab rating situation in Chicago and indicated his belief that the Negro taxi operators were being treated shabbily. William Heinrich of Allstate and E. A. Meyers of the Chicago law firm of Ekern, Meyers & Matthias, entered strenuous objection to the companies being required to toe the mark on territorial differences.

Then there was a discussion of prob-

lems relating to the licensing of rating bureaus in connection with the multiple line underwriting set up whereunder casualty bureaus may be assuming some jurisdiction over lines falling into the fire classification, etc. Mr. Wayne and Mr. Carlson discussed this problem to some extent as did William Rodda of Transportation Insurance Rating Bureau of Chicago.

Joseph Glennon of Iowa inquired about the progress that was being made in uniform accounting.

Ten Commissioners Attend

Ten commissioners attended the three-day meeting with Iowa Commissioner Sterling Alexander, as host.

Reports were made at the opening session by Mr. Coddington on casualty ratings, by E. W. Plaffin of Indiana on fire and allied lines, and by L. H. Sandford of Michigan on examinations.

Samuel E. Orebaugh, Iowa first deputy commissioner, led a discussion on a number of subjects.

Tax Decisions Are Heralded

The internal revenue commissioner's mimeograph which was reported in THE NATIONAL UNDERWRITER last week and which deals with the treatment of unauthorized reinsurance, agency balances more than 90 days old and other non-admitted assets, and with losses incurred represents the culmination of nearly two years of negotiation and conference on the part of the joint fire-casualty exploratory tax committee with the Treasury Department, and office of chief counsel to the bureau of internal revenue to obtain uniformity of tax treatment of the stock fire, casualty and marine insurers taxable under section 204.

A major step was change in the association form of annual statement effective in 1950 to conform to the predominant tax treatment of the controversial items mentioned in the mimeograph.

C. W. Tye Heads Committee

Negotiations were carried on by the joint fire and casualty exploratory tax committee of National Board and Assn. of Casualty & Surety Companies under the chairmanship of Charles W. Tye, tax counsel for Royal-Liverpool.

It is understood that the ninth circuit court of appeals has just affirmed the district court's opinion in Pacific Ins. Co. Ltd. vs. United States, holding in line with the old Pacific Employer's Case, that incurred losses should be reflected on the case rather than the Schedule P formula basis. This decision is contrary to the Columbia Casualty decision; is in conformity with the 1950 statement treatment of incurred losses, and supports the Treasury Department's contention as set forth in the mimeograph.

The agent who had

ALL THE ANSWERS



He was the hard working type—all successful agents are. But having all the answers wasn't enough. Sales that he should have made kept slipping through his fingers. Little annoyances, delays, complications and red tape kept costing him customers.

Pearl American believes that even the highly improbable agent who is 100% informed on all the precedents, trends, statistics, rules, rulings and rates cannot possibly operate at full efficiency without the benefit of company teamwork. Adaptability, promptness, extra effort, fast service by home office and fieldmen increase the commissions even of agents who know all the answers. Why not join the army of agents throughout the country who agree with us?

PEARL AMERICAN

PEARL ASSURANCE COMPANY, LTD.
EUREKA SECURITY FIRE & MARINE INSURANCE CO.
MONARCH FIRE INSURANCE COMPANY

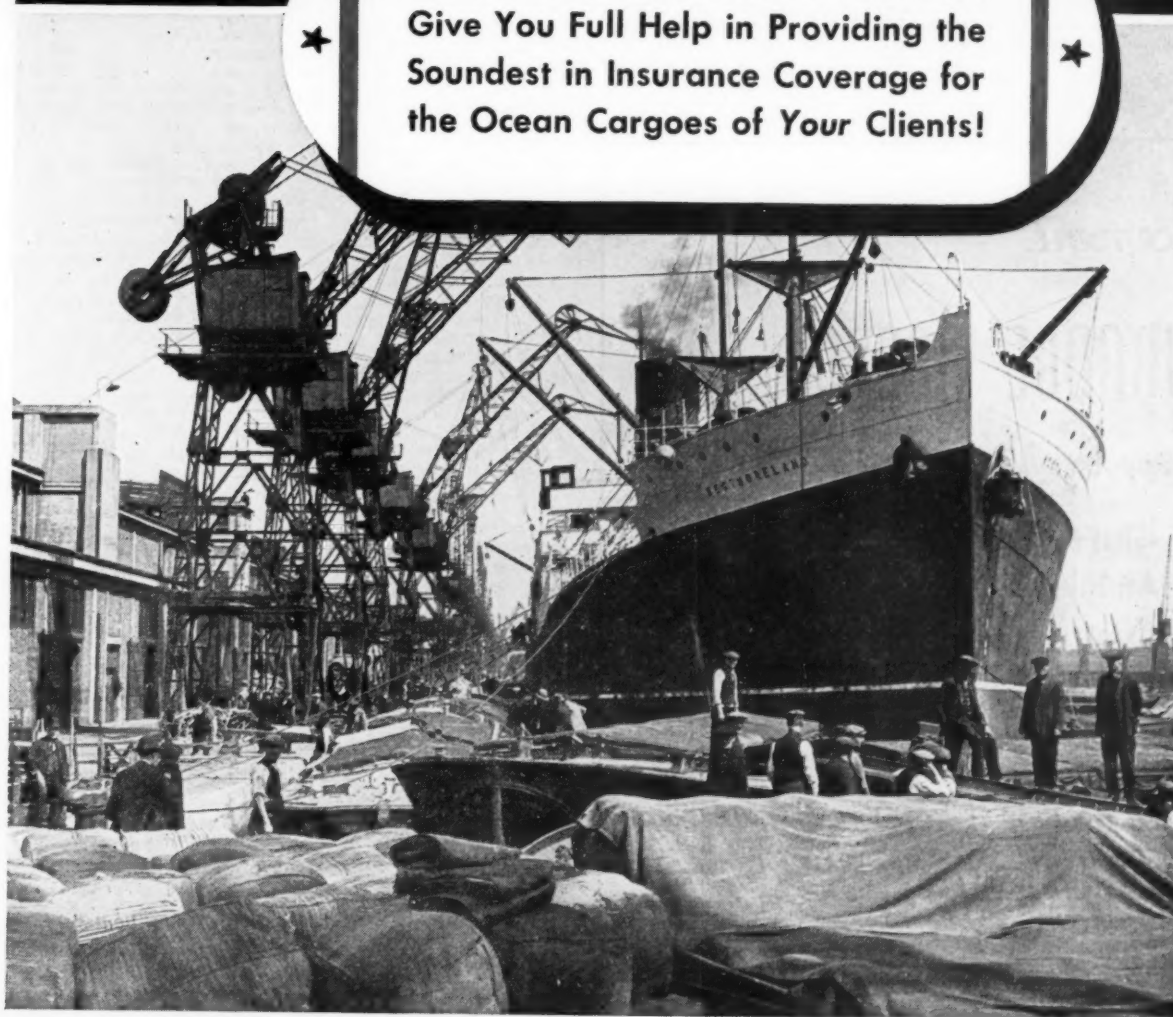
HOME OFFICE: 19 RECTOR ST., NEW YORK 6, N. Y.

CLEVELAND, 320 Bulky Bldg.
PHILADELPHIA, 436 Walnut Street
SAN FRANCISCO, 369 Pine Street

NEW YORK, 26 Cliff Street
CINCINNATI, 1423-24 Carew Tower
CHICAGO, 175 W. Jackson Blvd.

Big Cargo — SMALL PROBLEM...

★ Let the Marine Office of America Give You Full Help in Providing the Soundest in Insurance Coverage for the Ocean Cargoes of Your Clients! ★



MARINE OFFICE OF AMERICA

HOME OFFICE: 116 JOHN STREET, NEW YORK 38, NEW YORK



WESTERN DEPARTMENT
Insurance Exchange Building
Chicago 4, Illinois

SOUTHERN DEPARTMENT
• Nat'l Bank of Commerce Bldg. •
New Orleans 12, Louisiana

PACIFIC DEPARTMENT
140 Sansome Street
San Francisco 4, California

NORTHWESTERN DEPARTMENT
• Colman Building
Seattle 4, Washington

SERVICE OFFICES: Atlanta • Baltimore • Boston • Cleveland • Detroit • Houston • Jacksonville
Los Angeles • Louisville • Philadelphia • Pittsburgh • Portland • Richmond • St. Louis • Stockton • Syracuse

ALL CLASSES OF OCEAN AND INLAND MARINE INSURANCE

G. A. B. Advances Four in East

William C. Moore, director of training and research of General Adjustment Bureau, has been named executive supervisor in the eastern department, and Earl F. Leach and William T. Murphy have been named executive assistants. Alan Wikman has been advanced to manager of education and research.

Mr. Moore joined G.A.B. in 1927 at Newark and was later transferred to Buffalo. He became manager at Niagara Falls when that office was opened in 1930 and subsequently was in charge at Allentown and Reading, Pa. In 1936 he was named manager at Hartford, and 10 years later went to the eastern department as executive assistant, later becoming director of education and research.

Mr. Leach has been with the bureau since 1925, having served at Newark, Asbury Park, Paterson and Trenton, N. J., and as manager at Jersey City. In 1948 he was appointed general adjuster in the eastern department.

Mr. Murphy has been with G.A.B. for 26 years. He was appointed manager

at Jersey City in 1934 and manager at Newark in 1943. In 1949 he was appointed general adjuster in New Jersey, and the following year was transferred to the eastern office.

Mr. Wikman started with G.A.B. in 1927 at Scranton, becoming manager in 1942. Later he was assistant manager at Buffalo, and in 1947 went to the eastern office as assistant director of education and research.

N. Y. State Veteran Retires

Walter L. Race, 87, a partner in the century-old Race & Suters agency, Waterville, N. Y., retired April 1. The agency will be continued by W. Henry Suters.

Mr. Race entered the insurance business in 1892, joining an agency operated by S. W. Goodwin to form the firm of Goodwin & Race. After Mr. Goodwin's death in 1917 Mr. Race continued the business under his own name. Mr. Suters joined him in 1930.

Insurance Agents Assn. of Kansas City will hold its spring outing at Milburn Country Club May 11. This will consist of an afternoon of golf, cocktail hour and buffet supper and entertainment.

SHERWOOD TALKS

Erhardt Heads Allied Lines Group

NEW YORK—John L. Erhardt, assistant U. S. manager of the Royal-Liverpool group, was elected president of Allied Lines Assn. at its annual meeting here. Donald B. Sherwood, general adjuster of National Board, described the board's catastrophe plan. More than 100 company members, subscribers and guests attended.

Other officers are Millard T. Wilson, vice-president of Travelers, vice-president; Walter E. Smith, secretary of Phoenix of Hartford, secretary, and Dwight G. Stone, secretary of Aetna Casualty, treasurer. New members of the executive committee are Leonard Peterson, vice-president of Home, the retiring president; Henry C. Klein, secretary New York Underwriters; and W. L. Bellmer, secretary National Fire.

In Operation Seven Years

National Board's catastrophe plan has now been in operation about seven years, since 1946 functioning under the guidance of Mr. Sherwood. In view of the frequency of windstorm catastrophes, Mr. Sherwood's description of the plan for Allied Lines Assn. members seemed especially appropriate.

Purpose of the plan is to achieve uniformity of adjustments, to expedite the handling of all claims and above all to inform agents fully through meetings and the insuring public by radio and local advertising. There are no secrets. The National Board people, who get on the job as immediately as possible, invite agents, special agents, company officials, adjusters and representatives of the press to visit their quarters and see exactly what is being done.

The first step is to arrange an agents meeting where the National Board explains in detail what it hopes to accomplish and how it hopes to do it. Adjusters, it is pointed out, are to sign a registration card whether it is an agent, special agent, staff adjuster, General Adjustment Bureau adjuster or independent adjuster.

Spot Checks for Uniformity

All proofs of loss clear through the temporary supervisory office and these proofs are accompanied with a loss index card for statistical purposes, together with an addressed envelope so that National Board can mail the paper to the respective companies after they have been checked and approved. Com-

panies furnish National Board with home office loss men to serve as proof checkers. Each day as proofs come in, the National Board office spot checks on the ground as many losses as it can to insure the uniformity it is trying to secure.

The approach of National Board is that it is just as bad to over-pay as to underpay a loss, and that everyone is entitled to fair, courteous treatment with the adjustment concluded in an equitable, business like way, according full consideration to policy terms and conditions.

Meetings with Contractors

Meetings with contractors are held to establish proper unit-costs, and National Board people are in constant touch with the members of the local special agents group and the agents committee.

The advertising used outlines the situation to the public, asks insured to survey the damage to his property and get in touch with his insurance agent and tell him about it. Emphasis is placed on the fact that every legitimate claim will be paid in accordance with the protection provided by the policy.

The job runs 12 to 14 hours a day, seven days a week, and it is always satisfying to receive, as the board often does, commendation from agents and others for the work it has done.

Under the plan the board does not assign losses and does not pass on qualifications of adjusters or maintain a list of adjusters eligible to work in the area. These are functions and prerogatives of the individual companies.

For the Atlantic seaboard hurricane of Sept. 14, 1944, and the Nov. 25, 1950, windstorm in the northeast the board did not setup a catastrophe program. This was because of the tremendous area affected and the huge number of claims. In effect the entire business very promptly went on a "catastrophe plan" basis.

Complete Workshop Studies

Following completion of a series of 10 workshop studies conducted by University of Wisconsin school of commerce and extension division for agents in four Wisconsin cities, certificates were awarded at dinner meetings at Milwaukee, Sheboygan, Green Bay and Oshkosh. The dinners were given by Wisconsin Federation Mutual Insurance Companies, cosponsor of the program with Wisconsin 1752 Club. Prof. John Cowee awarded certificates at Sheboygan and Green Bay, Prof. E. A. Gaumnitz at Milwaukee, and Prof. Charles Center at Oshkosh.

Announcement

REINSURANCE AGENCY, INC

Proudly Announces the Formation of

GRIFFITHS, TATE, LTD.

An Illinois Corporation

for the better handling of your Lloyds business.

You are invited to visit our new offices

309 WEST JACKSON BLVD.

CHICAGO 6, ILL.

Telephone WAbash 2-7515 Teletype CG 1754 Cable: Taytatate

Thomas C. Anderson

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Vincent S. McKerrow

Robert W. Worth

Howard A. Goetz

John J. Hagerty

B. P. CARTER COMPANY, INC.

MANAGERS

VIRGINIA-CAROLINA DEPARTMENT

THE LONDON ASSURANCE

THE INSURANCE CO. OF THE STATE OF PENN.

THE CENTURY INSURANCE COMPANY, LTD.

THE MANHATTAN FIRE & MARINE INS. CO.

DUBUQUE FIRE & MARINE INSURANCE CO.

RICHMOND 12, VIRGINIA

Give Us An Opportunity To Serve You



FOURSOME AT ZONE 4 INSURANCE COMMISSIONERS MEETING AT DES MOINES AS PHOTOGRAPHED BY HARRY FULLER OF NATIONAL BUREAU OF CASUALTY UNDERWRITERS.

Ernest Palmer, general counsel of Lansing B. Warner reciprocals; R. A. Nelson of National Automobile Underwriters Assn., Chicago; Neil C. Russell, general manager of Chicago Automobile Club Inter-insurance Exchange, and Maurice Pew of Farmers Auto Inter-insurance Exchange of Los Angeles and former Iowa commissioner.



Financial Statement

of the

Kansas City Fire and Marine Insurance Company

As of December 31, 1950 and 1949

Assets	December 31, 1950	Percent of Total Assets	December 31, 1949
Cash on Hand and in Banks.....	\$1,407,682.29	20.73%	\$1,157,898.99
Investments:			
Bonds			
U. S. Government.....	1,386,102.42	20.41	1,167,695.09
Canadian Government (U. S. Dollars)....	113,893.06	1.68	106,894.04
Municipal	828,500.74	12.35	532,959.56
Corporation and Miscellaneous.....	63,701.88	.79	63,712.43
Total Bonds	\$2,392,198.10	35.23%	\$1,871,261.12
Stocks	1,542,850.01	22.72	1,239,945.00
Total Bonds and Stocks.....	\$3,935,048.11	57.95%	\$3,111,206.12
Home Office Building, Depreciated Value.....	201,134.13	2.96	199,544.01
Agents Balances (less than 90 days due).....	950,948.39	14.01	726,583.30
Due from Other Insurance Companies.....	255,370.05	3.76	225,333.43
Accrued Interest	14,594.68	.22	11,317.60
All Other Assets.....	25,077.36	.37	8,812.52
TOTAL ADMITTED ASSETS.....	\$6,789,855.01	100.00%	\$5,440,695.97

Liabilities

Reserve for Reinsurance Balances Payable.....	\$ 779,976.68	\$ 521,632.70
Funds Held Under Reinsurance Treaties.....	238,657.94	188,475.50
Reserve for Unearned Premiums.....	2,505,804.00	1,831,383.61
Reserve for Taxes.....	221,921.92	229,651.91
Reserve for Losses in Process of Adjustment....	254,994.28	180,622.79
Reserve for All Other Liabilities.....	117,338.57	127,744.07
Total Liabilities Except Capital.....	\$4,118,693.39	\$3,079,510.58
Capital	1,000,000.00	1,000,000.00
Surplus	1,671,161.62	1,361,185.39
Surplus to Policyholders.....	\$2,671,161.62	\$2,361,185.39
TOTAL LIABILITIES, CAPITAL AND SURPLUS.....	\$6,789,855.01	\$5,440,695.97

Bonds are valued on an amortized basis and stocks at quotations prescribed by the National Association of Insurance Commissioners. If bonds and stocks were included at December 31, 1950, market quotations, surplus to policyholders would be increased to \$2,681,895.77.

Cash on hand and high-grade bonds totaling \$3,799,880.39 amount to 92.26% of the total reserves.

A FIVE YEAR RECORD OF GROWTH

	1946	1947	1948	1949	1950
Premiums Written.....	\$2,026,625.00	\$3,020,763.00	\$5,118,904.04	\$6,539,873.66	\$7,712,563.14
Policyholders' Surplus.....	2,100,000.00	2,104,715.03	2,127,987.61	2,361,185.39	2,671,161.62
Total Assets.....	2,733,762.18	3,233,672.29	4,130,430.29	5,440,695.97	6,789,855.01

A Multiple-Line Insurance Company

KANSAS CITY Fire and Marine

INSURANCE COMPANY

KANSAS CITY, MISSOURI

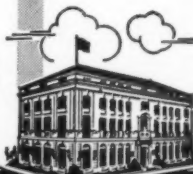
OFFICERS of The Kansas City

CLIFF C. JONES.....	Chairman of Board
MORTON T. JONES.....	President
R. BRYSON JONES.....	Chairman Executive Com.
JOHN W. STARR.....	Secretary
J. W. PERRY.....	Treasurer
L. E. WILKINS.....	Executive Vice-President
MOULTON GREEN.....	Vice-President
CECIL McGEE.....	Vice-President
J. E. RODDY.....	Vice-President
O. P. RUSH.....	Vice-President
J. R. SYDNOR.....	Vice-President
F. H. CALVIN.....	Assistant Vice-President
J. R. CHURCHMAN.....	Assistant Secretary
CHARLES F. FISK.....	Asst. Secy.-Trans.
HAL KENNEDY.....	Asst. Secy.-Trans.

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W. T. GRANT Chairman of Board Business Men's Assurance Co.	J. S. LERNER President J. S. Lerner's Vogue
MOULTON GREEN Vice-President	W. S. MANN Vice-President R. B. Jones & Sons Inc.
CLIFF C. JONES Chairman of Board	DAVID NEISWANGER President Neiswanger Co., Inc. TOPEKA, KANSAS
MORTON T. JONES President	J. W. PERRY Treasurer
R. BRYSON JONES Chairman of Executive Committee	KENNETH A. SPENCER President Spencer Chemical Co.
K. CROSBY KEMPER President City National Bank & Trust Company	JOHN W. STARR Secretary
JAMES KETNER Chairman of Board Plaza Bank of Commerce	J. R. SYDNOR Vice-President
	L. E. WILKINS Executive Vice-Pres.

December 31, 1950



Morton T. Jones
President

Harry Legg to N. Y. Board of Trade Post

Harry F. Legg has been appointed secretary of the New York Board of Trade insurance section, taking the place left vacant by the death of G. A. Buckingham. This is a full time headquarters job.

Mr. Legg has been an insurance man since 1919, starting with National Surety, and later serving as New York manager first of Century Indemnity, then of Continental Casualty. He was with Fireman's Fund Indemnity 14 years and then, commencing in 1944 was vice-president and New York manager of Manufacturers Casualty. For a time he was Chicago manager of Jones & Whitlock.

William H. Witherspoon, Aetna Fire, will discuss "Multiple Underwriting Au-

thority" at the meeting of the Stock Fire Insurance Speakers Assn. of Ohio at Columbus April 9.

Joint Luncheon at Oakland

At a joint luncheon meeting of Oakland (Cal.) Assn. of Insurance Agents and Oakland Chamber of Commerce April 13, speakers will include R. C. Stange, assistant general manager of National Board; Al W. Gilbert, general manager, and R. C. Stevenson, San Francisco office manager of Pacific Fire Rating Bureau.

Officials of the city of Oakland, Port of Oakland and East Bay Municipal Utility District, responsible for the general improvements in the city's fire defense system, will be honored at the luncheon. Following their talks, the speakers will take part in a question and answer period.

Hamilton Fire, Rhode Island and William Penn have withdrawn from New Jersey.

Salute to the Safety Engineer

C. L. Erickson of Detroit Insurance Agency writes:

Your editorial of March 15 entitled "Practice of True Safety Lags Behind" is one of the outstanding presentations from that column in a long time, and serves as a challenge to every insurance agent or agency representative.

Along with the responsibilities of effecting adequate coverages in the field of fire and casualty insurance, a service-minded agent most certainly must bear in mind that he carries a dual responsibility to his insurer and insured to the end that fire hazards and accident conditions will be reduced—eliminated entirely, if possible. From the dollar standpoint he is thus serving his insured with lower rates, and concurrently he serves his insurer with reduced losses.

Human Life Conservation

Far greater than dollar savings, however, are the savings in human life and limbs as result of good accident-prevention work in the casualty field, and savings in property and jobs as result of good fire prevention. True serving of the underwriter as well as the insured by an agent requires far more today than it did twenty-five years ago, for we are much more conscious of safety work and its attendant results than were our predecessors. We certainly should take primary interest in a safety engineer's report, making certain that it reaches the insured for careful study, and further making certain that we follow-up on his report to reiterate and emphasize the safety recommendations which this specialist feels should be accomplished in the interests of life and property preservation.

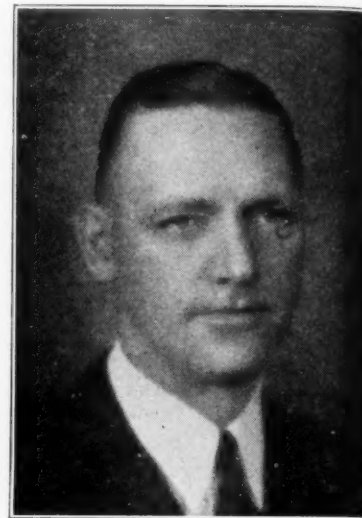
Recently an engineering memo came to us from the casualty engineering department of one of our companies, which reported on two passenger elevators of an account which we handle—one of the smaller office buildings of our city. This report indicated that the cables were showing definite signs of wear, although no critical condition existed as of inspection date. Our agency representative who handles this account immediately assumed his duty to company and insured by writing on the matter in the language of the assured, following it with a telephone call one week later to get the insured's reaction. Nothing had been done. Yet within 30 days thereafter the insured had ordered an inspection by his elevator-service company and the cable replacement was completed. We are certain this action stemmed from the agent's personal interest in safety, and perhaps could some day save some passenger or employee from injury. We are equally certain the producer's esteem in the mind of the insured was enhanced through sincere interest to the customer and those who utilize his elevators.

Agent Should Accept Challenge

The agent who puts aside his responsibility of assisting in safety matters for action only in the fields of higher premium volume will eventually find that his loss of accounts is higher than it should be—lost to the agent who accepts the challenge of a truly full complement in service—adequate protection, lower insurance costs, and safety work. Our office has for many years operated on the principle of low selling costs and high service costs. The agent is the true liaison between the insured and the insuring company; his personality and character are reflected in the confidence he carries with his insured, and if this agent has sold himself successfully his reiteration of safety recommendations will carry the necessary weight to bring action and results more quickly than will any other insurance representative of the company or of the agency. We insurance producers should make the safety engineer our most respected insurance associate.

National Union Men Advanced

Robert F. Miller, vice-president of National Union Fire, has been elected a director to fill the vacancy created by the death of John M. Thomas. Mr. Miller has been with the company many



W. L. SCHREIBER

years in charge of the Allegheny county department, and recently was transferred to the home office to assume broader executive duties.

W. L. Schreiber has been elected assistant secretary and will be assigned to the home office. He has been with National Union for 10 years as state agent for western Michigan with headquarters at Grand Rapids. He is a veteran in the western territory, having traveled many of the states for other companies.

Arthur C. Gillespie and William A. Kenmuir, Jr., are appointed special agents. Both are former servicemen and products of the insurance course conducted at the home office. Mr. Gillespie has been assigned to assist State Agent Kenney at Harrisburg, Pa., and Mr. Kenmuir will be associated with R. W. Eastman, manager at Richmond.

Tex. Bill Recognizes High Low Plan, Interstate Rating

Assn. of Casualty & Surety Companies is pressing for enactment of an amendment to the casualty rating law in Texas which makes clear that the board of insurance commissioners has authority to approve retrospective rating in motor vehicle and workmen's compensation lines and also to approve interstate rating plans.

Simonson to Okla. Field

American group has appointed Robert W. Simonson as state agent for Oklahoma, replacing W. S. Andrus.

Mr. Simonson has had experience as an underwriter in the western marine department, and for the past year has been at St. Louis as a special agent servicing all lines.

Drop Ohio Bill on Deductibles

A subcommittee of the Ohio house committee on insurance has recommended that no action be taken on the Hunt bill providing for deductibles in fire insurance.

Perth Amboy Theater Loss

An insurance loss of approximately \$115,000 was suffered as a result of a fire which swept Ditmas theater on State street in Perth Amboy, N. J. Coverage was \$60,000 on building and \$12,000 on contents. Assured carried \$32,500 use and occupancy and \$10,000 improvements and betterments.

Do Business

WITH A PROGRESSIVE AND EXPANDING FIRM



The Southern Fire and Casualty Company is an expanding organization. Its sound and progressive policies attract additional agency connections who are building their future on service and protection for the insuring public.

Now operating in the following states:

- Arkansas
- Kentucky
- Texas
- Alabama
- Louisiana
- Tennessee
- Georgia
- South Carolina
- Virginia

Southern Fire & Casualty Co.

KNOXVILLE, TENNESSEE

Group Service in One Company

Fire and Windstorm and all Allied Lines

All forms Casualty Insurance

Aviation Insurance

Fidelity and Surety Bonds



A STOCK COMPANY

AMERICAN FIRE AND CASUALTY COMPANY

Nation-wide Claim Service

Home Office

Orlando, Florida

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UN Unit Asks End of Restrictions on Marine Covers

John T. Byrne, president of Universal and president of Assn. of Marine Underwriters in the U. S., as a representative of International Chamber of Commerce, presented to the United Nations transport and communications commission a proposal that this commission request the individual governments to permit buyer and seller to negotiate freely in the placing of transport insurance in any of the world's markets and that any decrees, regulations and controls that prevent such negotiation be rescinded.

Following Mr. Byrne's presentation, the commission made such a request and instructed the U. N. secretary general to conduct a survey to determine the extent to which restrictive measures are being applied in this field.

Mr. Byrne declared that restrictive practices making the purchase of insurance mandatory in any particular inhibit the free flow of world trade. For instance, a merchant may be unable to sell goods in transit to a national of a country requiring insurance to be placed locally. Also credit may be unavailable because banks require insurance in a satisfactory form for desired security. These impediments might increase the cost of goods to the ultimate consumer because the merchant is unable to purchase the most economical insurance or he may for his own protection desire to buy additional contingency insurance.

The merchant is faced with confusion and delay and fear of incurring penalties for failure to comply with local restrictions.

Also restrictive practices deprive a merchant of the opportunity of selecting the terms of sale that vitally affect the security of the transaction. Such practices breed retaliation. If this sort of a thing multiplies the day may come when transactions between two countries will be impossible without breaching the laws of one country or another.

Mr. Byrne said that some countries refuse to grant foreign exchange for the purchase of foreign marine insurance. Individual insurance markets should be permitted to develop the perfect freedom which will be assured if importers and exporters are free to negotiate under usual terms and conditions, he declared.

an effective injunction against further efforts to remove them, contending that failure to obtain final decisions on several points of litigation before the supreme court keeps the writ in force.

Mrs. White now has countered the defiance of the mutual members who have refused to pay assessments by threatening to move five relatives of the feud-famous Hatfield family of Kentucky to another farm which she purchased at a lien auction sale. She proposes to install the Kentucky emigres, "complete with squirrel rifles" on the farm of a widow, Mrs. Elizabeth Ste-

vens, as soon as eviction processes have been carried out. Mrs. White said the Hatfield kin have expressed willingness to occupy the farm despite the animosity of the neighbors who sympathize with the group defying collection of assessments. Carl Williams, Lapeer, has been named special prosecutor to serve the warrant in the damage action.

Travelers Agents Fete Burrer

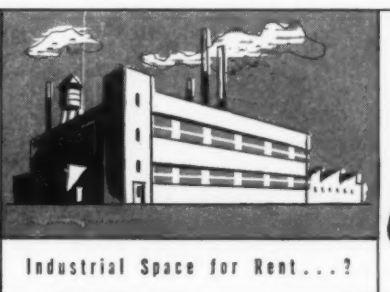
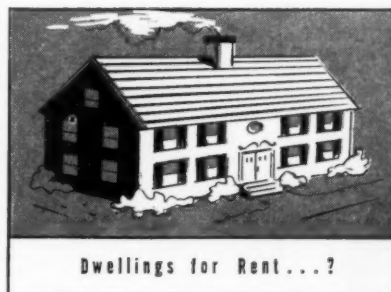
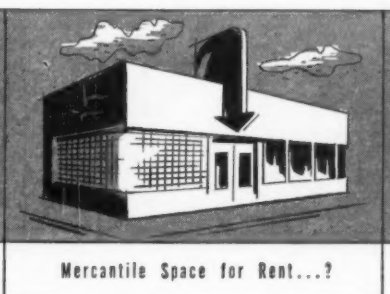
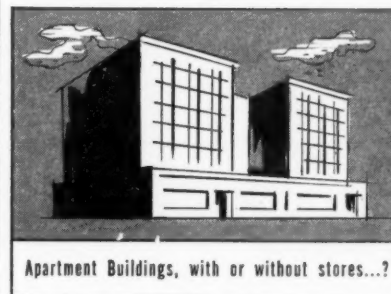
CINCINNATI — About 40 agents from this area staged a testimonial luncheon at the Cincinnati Club Monday for G. J. Burrer, manager Travelers, in

honor of his completing 25 years with the company. Mr. Burrer started in Dayton, coming to Cincinnati two years later as fire manager. He assumed charge of casualty lines as well in 1948.

In Field for Seattle Agency

Stuart G. Thompson-Elwell Co., Seattle general agency, has appointed Allan H. Albers, formerly head of the fire department at Spokane for General of Seattle, as field man for fire lines in the inland empire territory. Mr. Albers joined General at Seattle as an inspector and engineer.

Do you know the owners of...



...in your Community?

You'll agree that they are among your best prospects. Even if you can't name many from memory, you know how you could find their names . . . if you had a good reason.

There is a good reason — one that spells profits and new good clients for your agency. Owners of such property have it for only one reason: the *income it produces*. Yet the majority of them insure only the property and not the income. The answer, of course, is rents insurance. Under most leases, if the property becomes untenable the tenant need not pay the rent. Without rents insurance the owner usually loses the income during the many months it takes to rebuild.

Since a comparatively small premium protects what the insured wants most, his income, the sales resistance shouldn't be great. And you'll be introducing this valuable service to prospects who may become excellent clients of yours.

The Security and The Connecticut Indemnity have prepared a new



Security INSURANCE COMPANY OF NEW HAVEN
THE Connecticut INDEMNITY COMPANY
 HOME OFFICES: NEW HAVEN, CONNECTICUT
 1841 — "SECURITY", THE NATION'S WATCHWORD — 1951

Bulletin on Rents Insurance which includes helpful ideas on selling this line and how it should be written. We have also prepared a new folder, illustrated here. The folder can be used to send to clients, or with a pre-call, warming-up letter to prepare prospects for your calls on this subject. Simply complete the coupon below and free samples of both the Bulletin and the folder will be mailed to you. These may well help your agency toward new and profitable business, so send the coupon today.



SECURITY-CONNECTICUT COMPANIES New Haven, Connecticut

Please mail me, without cost or obligation, your new Bulletin and folder on Rents Insurance.

Name _____ (please print)

Agency _____

Street _____

City or Town _____ State _____

May Move Hatfields in to Handle Feuding

Lapeer Farmers Mutual Case

LAPEER—Ever more fantastic developments are marking progress of the farm eviction case in the area of Lapeer, Mich., which has arisen out of the 16-year-old receivership of Lapeer Farmers Mutual Fire.

Two elderly brothers, Chris and Paul Ziegenhardt, who refused to pay a \$280 assessment in connection with the mutual's insolvency, are living on their farm in a state of virtual armed siege, threatening violence if eviction efforts are resumed by sheriff's officers based on a court eviction order. The farm was sold at auction to satisfy the lien based on the assessment and a Lapeer woman lawyer, Mrs. Grace White, now is the legal owner of the property, valued at some \$40,000. She also holds similar title to some other farms forfeited by their owners under identical circumstances. She now has brought a \$2,000 damage suit against the Ziegenhardts because, after they were once moved off the farm to make way for a tenant of Mrs. White, they returned to the farm when the tenants took fright at threats from neighbors of possible fires or explosions. The Ziegenhardts maintain a vigil at a log barrier in front of the farmhouse above which they fly an American flag and display a sign "Fort Ziegenhardt," along with derisive defies of Mrs. White and the authorities. Meanwhile their counsel claims to have

Geisler Elevated, Northrup Is Acting F.C.I.C. Manager

Gus F. Geisler, Federal Crop Insurance Corp. manager since 1946, has been appointed administrator of the Agricultural Department's production and marketing administration.

F. B. Northrup, formerly with United Nations food and agricultural organization, is F.C.I.C. acting manager.

G.A.B. Has Coast Changes

General Adjustment Bureau has promoted A. S. Marshall, manager at San Jose, Cal., to manager at Oakland succeeding W. T. Burwell, deceased.

Mr. Marshall attended the University of California and has been with G.A.B. since 1938, serving at Fresno and Salt Lake City before going to San Jose.

Robert R. Hullin has been named manager at Chico, Cal., to succeed F. R.

Wigley, who has resigned. Mr. Hullin started with G.A.B. at Sacramento in 1948 after having been an independent adjuster in that city for some time.

Henry B. Simpson, Jr., has joined G.A.B. at Riverside, Cal., in the casualty claim department. He was with the F.B.I. for two years and later with Fireman's Fund Indemnity at Los Angeles.

Ohio Parley at Granville

A local board conference under the auspices of Ohio Assn. of Insurance Agents will be held April 6-7 at Granville. Paul R. Gingham, counsel for the association, will speak on pending legislation, and President Charles H. Eichhorn of Columbus will preside at the banquet when Alpha H. Kenna, Topeka, executive manager of the Kansas association, will discuss "The Value of Local Associations." Panel sessions will be held on writing public business, local boards, public relations, etc.

INDIANA INSURANCE COMPANY INDIANAPOLIS, INDIANA

1851 — ONE HUNDREDTH ANNIVERSARY — 1951

Condensed Financial Statement

December 31, 1950

ASSETS

Cash in Banks	\$ 592,738.33	
Bonds		
U. S. Government	\$1,614,609.26	
State & Municipal	2,252,493.01	
Corporate	15,880.00	3,882,982.27
Stocks		
Common	\$371,715.46	
Preferred	338,488.00	710,203.46
Building and Loan Investments	59,750.00	
Net Premiums in Course of Collection	418,179.25	
<i>Not over 90 days old</i>		
Reinsurance Recoverable on Paid Losses	35,628.46	
Other Assets		
Mortgage Loans	\$ 1,028.33	
Collateral Loans	50,000.00	
Accrued Interest	25,687.92	
Other	112.69	76,828.94
TOTAL ADMITTED ASSETS	\$5,776,310.71	

LIABILITIES

Reserve for Unearned Premiums	\$2,552,347.11	
Reserve for Losses in Process of Settlement	1,252,179.15	
Reserve for Loss Expense	171,558.30	
Reserve for Taxes	223,842.41	
Reserve for Accounts Payable	23,959.23	

Surplus to Policyholders		
Capital Stock	\$ 300,000.00	
Surplus	1,202,424.51	
Voluntary Reserve	50,000.00	1,552,424.51

TOTAL LIABILITIES AND POLICYHOLDER'S SURPLUS	\$5,776,310.71	
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Bonds carried at Amortized Values. All other securities carried at Market Values.

The Company Writes

Automobile, Burglary, Fire and Allied Lines, General Liability, Inland Marine, and Plate Glass Insurance

Ask—

JACK CAGE & COMPANY UNDERWRITING MANAGERS • DALLAS

- THE INSURANCE COMPANY OF TEXAS
- CONTINENTAL FIRE & CASUALTY INSURANCE CORP.

Southwestern Managers for Cimarron Insurance Co. of Kansas and Penn-Liberty Insurance Co. of Philadelphia

NEWS OF FIELD MEN

State Field Rally Dates Set for 1951

The 17 field clubs affiliated with Western Underwriters Assn. have set their 1951 meeting dates. Nearly all of the state fire underwriters associations meet in May or June, the only exception being the Rocky Mountain Field Club, covering three states, which meets in December.

At many of the meetings there is included a gathering of the fire prevention associations, public relations committees, and an occasional Blue Goose party.

May 8, Nebraska, Hotel Fontenelle, Omaha.
May 15-16, Kansas, Hotel Lassen, Wichita.
May 23-24, Oklahoma, Lake Murray Lodge, Ardmore.
May 23-25, Missouri, Hotel Taneycomo, Rockaway Beach.
June 4, North Dakota, Chamber of Commerce building, Fargo.
June 5, South Dakota, Marion Hughitt Hotel, Huron.
June 11-12, Iowa, Templar Park, Spirit Lake.
June 11-13, Ohio, Summit Hotel, Uniontown, Pa.
June 13-14, Tennessee, Gatlinburg.
June 18-19, Michigan, Ramona Point Lodge, Harbor Springs.
June 19-21, Wisconsin, Maxwellton Braes, Bailey's Harbor.
June 20-21, Illinois, Nippersink Lodge, Genoa City, Wis.
June 20-21, Kentucky, Kentucky Dam State Park, Gilbertsville.
June 20-21, Minnesota, Breezy Point Lodge, Pequot.
June 20-22, Indiana, Maxinkuckee Inn, Culver.

Set Ore. Study Trip Dates

The statewide educational program of Oregon Fire Underwriters Assn. will get under way April 16. Clyde H. Clary, Portland manager for Seeley & Co., is chairman of the educational committee.

Five teams of field men will cover the principal cities during the week. Local associations of insurance agents have been invited to submit topics which they would like to have discussed.

Heads of sub-committees are Warren Johnson, Home; Ben Atwood, Glens Falls; John Fees, Phoenix-Connecticut, and Fred Brennan, Landis, Pelletier & Parrish.

Bodinson to Local Agency

Harold W. Bodinson, who for four years has been Indiana state agent of Fireman's Fund, has joined the R. D. Pierce agency of Logansport, Ind., as secretary-treasurer. Mr. Bodinson is a graduate of Illinois Tech and for six years was with Kentucky Actuarial Bureau before joining Royal at Nashville. He served in the navy during the war.

To Honor Iowa Veterans

Six Iowa Blue Goose members will be honored for 25 years of continuous service in the state at a testimonial dinner at Des Moines May 8, just preceding the annual meeting of Iowa Assn. of Insurance Agents.

They are Homer Templeton, Crum & Forster; A. L. Lucas, America Fore; L. A. White, Royal-Liverpool; J. H. Bunten, Fire Association; Roy S. Ingham, Hartford, and E. R. Rust, Underwriters Adjusting.

Wesley S. Volz, Fireman's Fund, will be general chairman, with A. E. Holt, Aetna Fire, as co-chairman and Fred E. Brake, Great American, as toastmaster.

Educational Meet in Wis.

Wisconsin Fire Underwriters Assn. Monday conducted an educational meet in Milwaukee at which brief talks were given by members describing the functions of the organization, its committees, history, company organizations with which it is affiliated, etc. Richard A. Kenzel, Northern of London, president, was in charge, and the program chairman was Eli Shupe, Home. Walter

G. Dithmer, assistant secretary of Western Underwriters Assn. also spoke.

That morning the Wisconsin people received their first issue of the "Wisconsin Underwriter," the publication of the association public relations committee. J. R. Lossman, National Union, is in charge of this activity. The paper will be distributed bi-monthly, and will contain news of the committee activities. It is similar to papers already published in six other W. U. A. territories—the mountain states, Minnesota, Tennessee, Michigan, Iowa and Oklahoma.

Van Iderstine Retires Northern of London Veteran

William Van Iderstine, special agent in the Pittsburgh territory for Northern of London, has retired after 31 years with the company. William J. Brassell has been named to succeed Mr. Van Iderstine at Pittsburgh with the title of special agent.

Arkansas City Inspected

The final inspection of the year for Kansas Fire Prevention Assn. was held this week at Arkansas City. Kenneth Ross, immediate past president of Kansas Assn. of Insurance Agents and new vice-chairman of the mid-west conference, was active in local arrangements. Luncheon speaker was Emmett Cox, Western Actuarial Bureau, Chicago.

Roy Donaldson Promoted

Roy Donaldson, special agent, has been advanced to state agent for Great American in Utah and eastern Nevada, and in southern Idaho also during the absence of Eric H. Corte in the armed forces. Thomas W. Ballinger has been appointed special agent assisting Mr. Donaldson. Mr. Ballinger has been in the Pacific department office at San Francisco in training in the various lines.

Name Harrington in Okla.

Malcolm A. Harrington has been appointed special agent for National Fire in Oklahoma with headquarters in the Mercantile building, Oklahoma City.

Shuford to Home in Ga.

Charles A. Shuford has been appointed special agent for Home at Atlanta. He formerly was a rate field man for Georgia Inspection Bureau.

Conn. Meeting at New Haven

Connecticut Field Club met April 2 at New Haven. It was New Haven night, with the New Haven delegation as host. T. Holmes Bracken, attorney, spoke on "Business Contracts."

Commercial Union Has Meet

Commercial Union held a meeting of field men from Missouri, Oklahoma and Iowa at St. Louis. Discussion centered around results of the 1950 production and plans for the current year. L. Mickelsen, secretary, attended from the home office.

Inspect Mount Vernon, Ind.

Indiana Fire Prevention Assn. inspected Mount Vernon March 28. Cooperation on preliminary detail and publicity by the Chamber of Commerce made the program highly successful. Robert F. Hamm of Indiana Rating Bureau gave an address, "Fire Waits on No Man," at the luncheon to an overflow crowd of 193. Thirty-eight association members with 28 Boy Scouts and local firemen made 245 inspections. Attendance at five school talks was 1,433.

Michigan Fire Prevention Assn. will inspect Alpena April 12.

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Henry Reed Retires; Three Take New York Marine Loss Posts for Fireman's Fund

Henry E. Reed, assistant manager of the Atlantic marine department of Fireman's Fund group at New York, has retired. The loss department of the Atlantic marine department is now under the supervision of Henry F. Savage, ocean cargo; Elmer H. Trautwein, hulls and P. & I.; and James A. Cooper, inland marine. All three are designated as loss superintendents.

Mr. Reed is the oldest employee of Fireman's Fund in point of service. He started with the Atlantic marine department as a typist in the claims department in 1905. In 1918 he became claims manager and in 1922 he was appointed assistant manager of the Atlantic marine department. In addition to his duties in the loss department, he has acted in an advisory capacity in connection with forms and other technical problems.

Mr. Reed has been chairman of the committee on relations with carriers of American Institute of Marine Underwriters; the committee on adjustments, the committee on correspondents and the casualty committee of the Board of Underwriters of New York; and the loss advisory committee of Great Lakes Underwriting Syndicate. Following the organization of American Cargo War Risk Reinsurance Exchange in 1939, he was made vice-chairman of the loss committee and later chairman, an office he now holds.

The new loss superintendents all started in the Atlantic marine department of Fireman's Fund. Mr. Savage joined the group in 1917, Mr. Trautwein in 1923 and Mr. Cooper in 1925.

Luginbuhl Named to North British Post at Atlanta

North British has appointed Werner Luginbuhl superintendent of its inland marine and special lines department at Atlanta. He will make his headquarters with State Agent C. M. Gladson in the Haas-Howell building, and replaces H. M. Dickerson, recently called into military service.

Mr. Luginbuhl has had 20 years experience in all phases of the inland marine business. He organized and for many years managed the inland marine department of the Meserole companies.



Werner Luginbuhl

Report Thorn Heads New Marine War Risk Agency

WASHINGTON—The following are reported in marine circles approved by the Commerce Department as officers of the American War Risk Agency:

Chairman of the board of managers, H. C. Thorn, North America; vice chairman and manager, C. G. Cornwell; secretary-treasurer, R. F. Weyant; assistant secretary, E. R. King; assistant treasurer, H. Dorfman; manager of loss department, Samuel Gore.

Messrs. Cornwell, Weyant, Dorfman and Gore are officers of American Marine Hull Syndicate.

Birmingham Connection

American International Marine Agency, New York City, now represents Birmingham Fire of Pennsylvania for marine insurance, according to Fred MacCabe, A.I.M.A. president. Other companies for which A.I.M.A. is marine manager include New Hampshire Fire,

Netherlands, Granite State Fire and Central Trust of China.

Appleton & Cox Names Kafer Ohio Manager

Frederick M. Kafer who has been assistant manager at Chicago of Appleton & Cox, has been promoted to manager at Cleveland, supervising all of Ohio. William H. Gerken, who has been special agent in Ohio, has been promoted to state agent there.

Mr. Kafer will replace John W. Bowden, former manager, who died very suddenly in February, after having been with Appleton & Cox for 27 years, most of that time in Ohio.

Duer to Atlantic at Houston

C. M. Duer has been appointed marine manager at Houston for Atlantic Mutual and Centennial. Mr. Duer has traveled in the southwest as a marine special agent for American for several years.

Kan. Educational Rallies

The Kansas educational committee and Kansas Assn. of Insurance Agents held a meeting for Zone 4 agents at Hays, March 27 with A. B. Schumacher, Aetna Fire, in charge. On April 17 a similar meeting will be held at Colby with C. T. Nichols, Springfield, Great Bend, in charge and the following day

another is scheduled for Norton. All are dinner meetings.

Group Plan for Ga. Agents

A plan of group insurance for member agencies of Georgia Assn. of Insurance Agents, with Progressive Life of Atlanta as carrier, has been announced by President John R. Hall, Jr., Augusta.

The voluntary program provides life insurance up to \$5,000 depending upon the salary or income of the principal or employee, accidental death or dismemberment, a hospitalization maximum of \$7 per day, and surgical benefits up to \$200.



The fire was stopped
in an hour—

*but income was stopped
for months!*

There's a lot more than property burning here. Several months income is going up in smoke, too. And a second's thought will remind you: the real value of any industrial, commercial or business building is not the cost of replacing it. The real value is the income that building can earn.

That's why Fire Insurance alone is never protection enough. Fire Insurance will repay loss of property, sure—but it takes Business Interruption Insurance to repay loss of income. And whether a man owns a department store or a peanut stand, it's his income that pays for the groceries.

There's a big opportunity for you in pointing out that simple fact to your clients. Did you know, for example, that 96% of all merchants have Fire Insurance. But only 25% have Business Interruption Insurance!

This type of insurance is flexible and complete. You can offer a program that repays not only lost net profits, but salaries of officers and key employees, other necessary continuing business expenses, and ordinary payroll, as well.

The important thing is to get out and show the need for this protection to every prospect you can find. With today's increased earnings it's more important than ever, yet only too often, it's completely overlooked by businessmen who think they're already adequately covered.

And remember, when you protect a client's income, you're protecting your own, too. Your local Fire Association or Reliance field man can help you do both. Ask him for the Fire Association Simplified Business Interruption worksheet folders. You'll find they're mighty useful writing this type business.

Head offices: 401 Walnut St., Philadelphia 6, Penna. Branches in Atlanta, Chicago, Dallas, New York, San Francisco, Toronto. Claims and Settling Agents throughout the world.



Fire Association

SINCE 1817

Symbols of Security



Reliance

INSURANCE COMPANIES OF PHILADELPHIA

"Ad" Conference Brings Out Many Workable Ideas

Necessity for Cooperation of Field men Stressed at New York Meeting

NEW YORK—A free exchange of workable ideas marked the spring meeting here of Insurance Advertising Conference. A. E. Duncan, Jr., Fire Association, president, officiated while W. H. Riley, American Surety, vice-president, coordinated activities.

In a series of panel discussions many advertising problems of company men and agents alike were dissected and examined. D. P. Ely, Ohio Farmers, discussed the role played by fieldmen in disseminating company advertising material. The best planned cam-



A. E. Duncan, Jr.

paign cannot work without their aid, he said. In answering the objection that much company material subordinates the agent's name, he replied that there is an increasing tendency to remedy this.

E. E. Sterns, Travelers, stated that many agents' advertising programs are haphazard. In an analysis of one agency, he said, advertising money was being spent foolishly. After some study, a plan was established which bore a direct relation to the lines the agent wanted to push and the lines he had been neglecting. Under the new plan his advertising cost was decreased but his returns in sales were increased. Any agency can do a good advertising job if the principals are willing to fix a long-range plan, he said.

Converting Field Man First Step

The company's first step in getting agents to use company literature is to convert field man to the consciousness of advertising. H. G. Helm, Glens Falls, stated. Field men should be reminded that generous use of company material by agents in their territories boosts sales returns. Field men are admittedly concerned with more immediate problems, such as collections, etc., to be troubled by production problems. However, to stimulate agent use of company advertising material, they should be informed about what the company is planning in the way of brochures before they go out on the rounds of their territory. They should also be asked their opinion of the material. Many helpful suggestions will result, he said.

Liberal use of display books in which

copies of all advertising pieces are exhibited will create an interest among field men and they, in turn, will show the material to the agents. Companies, by means of periodic bulletins in which agents explain how they have used company material with success, will inspire other agents to try the same. Younger field men and agents are more prone to use advertising material than older men, he said.

In announcing the availability of new promotional material, throw modesty out the window, Mr. Helm advised. Tell your agents it is good and tell them how to use it, he said. In inflationary times like the present, stress timely topics such as increased value of property and enclose a household inventory form for adequate fire coverage.

The problem of allowing fire company agents to use casualty company leaflets and brochures was discussed by C. W. Smitheman, North America. He said it makes no great difference whether or not the company's fire agent uses material furnished by the casualty affiliate. Accelerated multiple line operations are tending to break down the barrier between fire and casualty lines rather than strengthen it. Mr. Helm said that through the unrestricted use of advertising material, his company has secured the services of three good agents.

In discussing the problems of promoting fidelity and surety bond sales, J. A. Gernhardt, National Surety, traced the tangible results garnered from advertising material. In a campaign in which 7300 blotters and bookmarks on court bonds were distributed to agents' attorneys, the results were continually gratifying. The moment the blotter distribution was halted, court bond sales dropped appreciably.

Don't Use "Adequate" on Bonds

Mr. Riley urged elimination of the term "adequate" to describe fidelity bond limits. Indiscriminate use of the word may get an agent in trouble because assured with a high limit bond still may not have adequate protection in the event of a loss.

Mr. Riley also urged not using annual dishonesty statistics in advertisements featuring ads on fidelity coverage. Citing specific cases carries more weight. As an example, he suggested as ad copy, "How would you feel if your auditor told you there was a \$40,000 shortage in your books?" This means more to the average assured than reciting that millions of dollars were embezzled last year. From an agent's standpoint, the fact that only 5% of eligible prospects carry fidelity bond protection should go far in helping an agent determine what lines to push in his next advertising campaign. Stressing that an agent can lose a whole account if an assured suffers an uncovered fidelity loss can awaken him to pushing this neglected line, he declared.

Lovejoy Gives Outsider's View

In a talk sprinkled with humor, F. W. Lovejoy, marketing specialist, Socony-Vacuum Oil Co., viewed insurance advertising through an outsider's eyes. Among his suggestions was that a letter in which the various insuring agreements are explained in layman's language should accompany every contract. He said that the average assured purchases a fire contract and believes that if his home is burned to the ground, he has complete coverage no matter what his contract limits are. It is the agent's duty to make clear all features of the contract and how the limits are applied in case of a loss, he emphasized.

Company advertising from the agent's standpoint was touched upon by W. H. Roddy, local agent, Bloomfield, N. J. He said, failure of many agents to use company advertising promotional material stems from a lack of instruction from the company on how to best utilize it. Folders prepared by the advertising department bring the message closer to insurance buying public. He believes that insurance advertising will be greatly facilitated by multiple line activities

because of the uninstructed public there is no difference between fire and casualty insurance. The bank and agent auto plan was singled out by Mr. Roddy as the best advertising accomplishment in recent years.

How to reach working women through advertising was discussed by Charlotte Adams, housekeeping editor of Charm magazine. Insurance advertising, she said, is beamed largely at men, although women spend 85% of the money in this country. The Victorian misconception that women are irresponsible has vanished in view of the fact that women are an important element in business today. To reach working women in an advertising message, the copy should be brief, uncluttered and realistic. Insurance companies have a great educational job to accomplish, she stated.

Briefness in advertising copy is important because working women whose lives are divided between home and office have little time to do extraneous reading, she explained. Realism should be stressed because the average woman is not seeking escape by reading advertising copy and women more than any one else are protection-minded because many of them are working solely to bring into the home those luxuries which they could not have without working.

Mrs. Adams suggested that insurance men should address women's clubs and place articles in house organs of firms which have a high percentage of female employees. She also urged that insurance companies do more advertising in magazines which are popular with women.

Advances in Printing Told

Recent advances in printing were detailed by Wade E. Griswold, executive director Lithographic Technical Foundation. He underlined the necessity for offering eye appeal by liberal use of color advertising. In terms of much insurance advertising "uninspired," he declared that insurance companies should use more illustrations in their advertising. The production costs for photographs are now lower while type is higher, he revealed.

Toward the end of the meeting, a minute of silence was invoked by John Ashmead, Phoenix of Hartford, out of respect to Arthur Joyce, who was advertising manager of North America until his death in February. Mr. Joyce had been an active member of the organization.

Insurance Legislation in Ia.

DES MOINES—The Iowa legislature has passed without a dissenting vote and sent to the governor the uniform A. & H. standard provisions bill recommended by National Assn. of Insurance Commissioners.

The legislature also passed and sent to the governor bills increasing workmen's compensation permanent disability benefits from \$24 to \$28 a week and from 400 to 500 weeks and also increasing partial disability benefits.

The house passed and sent to the senate a bill requiring all commercial buses and trucks operating under a commerce commission permit to have liability and property damage insurance.

The house roads committee introduced a bill to permit the state highway commission to purchase liability and property damage insurance for highway commission employees.

Says Mutual Attack Is Boon

R. E. Hill, Chattanooga, president of National Assn. of Mutual Insurance Agents, said that "misleading and false propaganda" directed against the mutuals is proving to be a boon. He spoke at Memphis at the joint convention of the Arkansas and Tennessee associations of mutual insurance agents.

Mr. Hill termed "highly successful" the presentation made recently before the House ways and means committee by mutual insurance.

Lane Marable, Clarksville, Tenn., local agent, has been elected president of the city board of education.

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ARRINGTON GIVES REVIEW

Problem of Small Claim Irks Ill.

Lawyer-Legislators

W. R. Arrington, Chicago lawyer who is vice-president and general counsel of Combined Ins. Co. and who is chairman of the Illinois house judiciary committee, gave a review of pending insurance legislation at a luncheon meeting of the insurance committee of Chicago Bar Assn. Abner Goldenson presided and Mr. Arrington was introduced by E. G. Pabst of Mr. Arrington's law firm.

Mr. Arrington remarked that there has been introduced so far surprisingly little direct insurance legislation or bills that have an impact on the insurance business. Among the latter is one to increase the limit for recovery in wrongful death cases from \$15,000 to \$25,000. Mr. Arrington said there was no opposition to this measure and it got out of committee and onto the floor of the house without much ado. He indicated his opposition to this bill and expressed the belief that insurance interests who are opposed to it should speak up against it. He said some believe that if there is to be a change it would be better to do away entirely with a limit because when a limit is fixed it has a magnetic attraction for claimants, lawyers, juries and judges and so he said a change in this respect has a logical relationship to workmen's compensation, to pensions and other fields. Any reevaluation of the dollar liability should be studied from a comprehensive standpoint, he indicated. At least he expressed the belief that if the opposition should register its views there would be a good chance to compromise on a limit of say \$17,000. He remarked that from 1873 to 1947 the limit in Illinois was \$10,000. Since 1947 it has been \$15,000. Some of the members said they feel this is not a matter on which the insurance business should speak, that it is a social question and if the people want the higher limits, the cost can be taken care of by raising insurance rates.

Tempers Are Inflamed

Mr. Arrington declared that the tempers of a lot of downstate legislators had become inflamed because of their experiences as lawyers with insurance companies resisting payment of small third party liability claims. Accordingly there is a lot of steam behind the bill to tack on attorney's fees to judgments in auto liability cases of \$100 or less. He recalled that this bill by the same author passed the senate in 1949 and was defeated in the house only because of a last-minute log jam on July 1. This bill has already gotten a do pass from the senate insurance committee.

Mr. Arrington complimented highly Roy L. Davis of Chicago, western representative of Assn. of Casualty & Surety Companies, but he said that Mr. Davis is not able to be at all places at the same time, that he has 16 states to look after legislatively and that quite a bit of missionary work needs to be done in the Illinois legislature in the way of educating members on the nature of the insurance business and the implications of legislation such as this.

Suggests Investigation

One of the members of the audience suggested that it might clear the atmosphere if an investigation were instituted in Illinois similar to the one that was conducted in Indiana of the claim practices of automobile insurers in third party cases. He said that the investigation in Indiana disclosed that there were just two companies that were as a matter of policy playing hard to get on small claims. This tended to localize the problem. It cleared the skirts of the great majority of companies and got the problem understood in its true perspective.

Mr. Arrington voiced the belief that

the downstate Illinois legislators are so hot and bothered that they would not be satisfied with any answer that they would regard as pale as that.

There are some compulsory automobile insurance bills in the hopper and he said that their sponsors are in dead earnest. There is a bill for compulsory liability insurance for flyers.

Cash sickness or non-occupational disability insurance will have very tough sledding in Illinois, Mr. Arrington said with a lot of determination. He personally is going to fight any such move to the utmost.

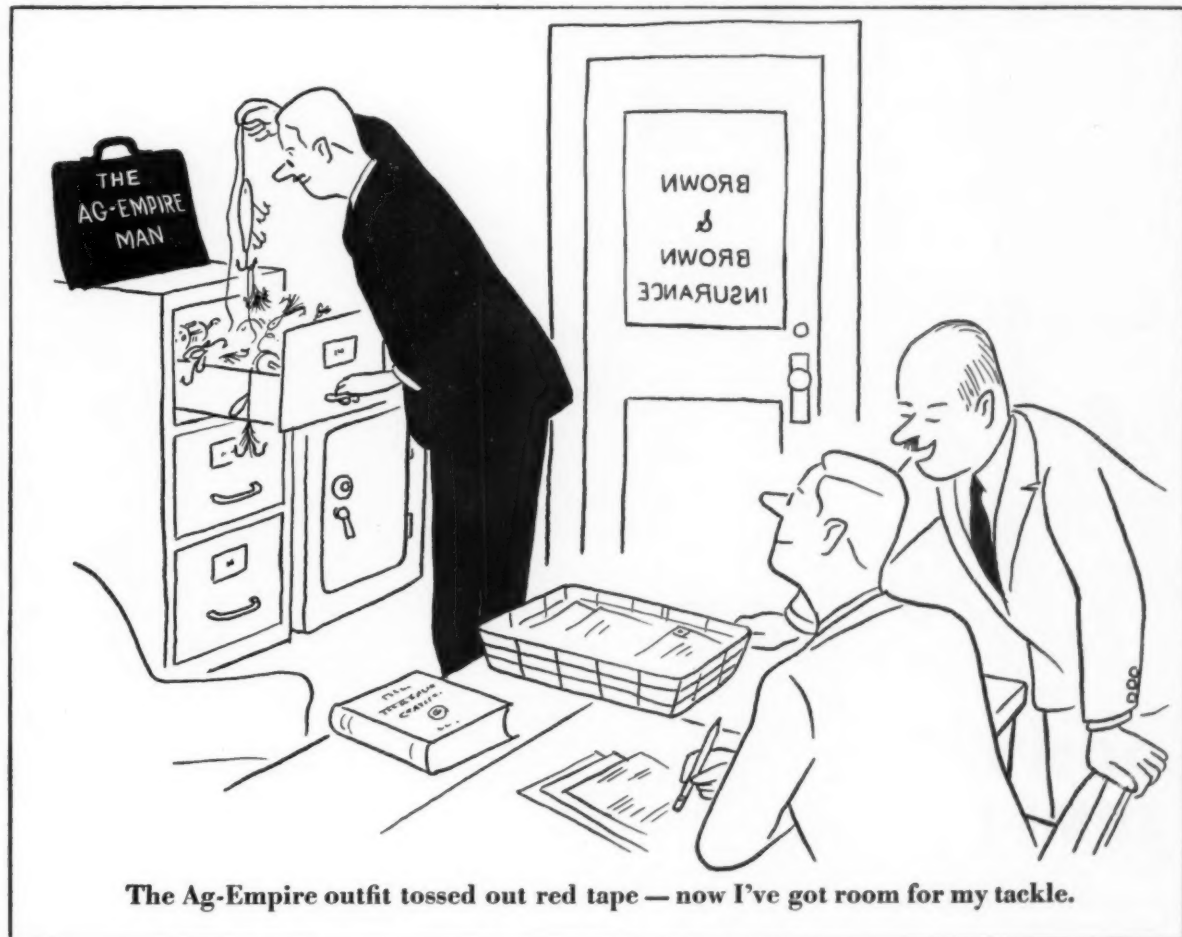
Insurance Director Day desires legislation to increase the minimum surplus requirement for mutuals and reciprocals to at least \$100,000. Mr. Arrington said that he personally will sponsor such legislation. Mr. Arrington said that the reciprocal device has been abused in Illinois. Reciprocals have been used as a vehicle for sordid schemes and Mr. Day wants to make it more difficult for promoters to invade the insurance field via the reciprocal route.

Mr. Arrington said that there appears to be a lot of build-up for an anti-coercion bill that would be aimed at

mortgage houses, auto finance companies, etc.

Mr. Arrington has introduced a bill to make certain that so-called lease back investments may be made by the insurance companies. Probably these are permissible under the present investment law but this bill would remove any doubt. He expressed the belief that the A. & H. standard provisions bill would pass.

William A. Kiehne has acquired an interest in the Arnold Roth agency, Cape Girardeau, Mo. Mr. Kiehne has been with the agency about a year.



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COMPANIES

North British Names Flood Assistant Phila. Manager

The North British group has appointed John J. Flood assistant manager at Philadelphia where he will assist Carl L. Brandt, secretary. William L. Rhoads, assistant secretary at Philadelphia, will now devote his entire time to production in that city.



John J. Flood

Mr. Flood has been with the Illinois department of the company for 22 years. Recently he has been in the northern Illinois field and has served as state agent with headquarters at Chicago. He has served on the executive committees of Cook County Field Club and Illinois Fire Underwriters Assn.

Capital Is Increased

The capital of South Carolina Ins. Co. of Columbia is being increased from \$500,000 to \$600,000. Present stockholders are offered the right to take 5,000 new \$10 par shares at \$20 per share in the ratio of one new share for each 10 owned. The right of subscription expires April 15. This will add \$50,000 to capital and \$50,000 to surplus. Then there is to be paid a stock dividend of another \$5,000.

Neb. Mutual Agents Annual Meeting Card Completed

The program has been completed for the annual meeting of Nebraska Assn. of Mutual Insurance Agents, to be held at Lincoln, May 7-8.

Speakers for the first day are G. W. Hopkins, vice-president and agency supervisor Iowa National Mutual, on "Ammunition for the Mutual Agents"; Adams, Western Mutual, on "Agents Responsibility" and Robert S. Sommerville, Employers Mutual Casualty, "Workmen's Compensation." Luncheon speaker will be Dr. Curtis M. Elliott of the University of Nebraska. The banquet that evening will be preceded by a cocktail hour.

On Tuesday, K. L. Hunt, Nebraska Inspection Bureau, will discuss "Policy Ordering and Purpose of the Inspection Bureau", and John F. Moss, Retail Credit Co., will talk on "Those Confidential Reports."

Lieberthal Ironwood Chief

Lewis J. Lieberthal was elected president of Ironwood, Mich., Assn. of Insurance Agents at the annual meeting to succeed Thomas Lilliquist. A. Munari was named vice-president; Thomas Reid, Jr., secretary, and Henry Lilliquist, treasurer.



Trio of commissioners at zone 4 meeting at Des Moines as photographed by Harry H. Fuller of National Bureau of Casualty Underwriters: J. Edward Day of Illinois, the new zone chairman; Sterling Alexander, outgoing commissioner of Iowa, and Lawrence Leggett of Missouri.

NEW YORK

FORM NEW OFFICE

The Lundquist & Sampson Co., 43 Exchange Place, is a new brokerage organization at New York. The principals are Edward R. Lundquist, former acting president of H. W. Schaefer Co., and Vincent F. Sampson, also formerly with the Schaefer organization.

TO HEAR WIND TALK

P. M. Adamson, manager of the Brooklyn office of General Adjustment Bureau, will discuss windstorm coverages and experience April 5 at a dinner meeting of the Brooklyn Insurance Brokers Assn. A roundtable discussion following the talk will be conducted by William H. Rusher, manager in Brooklyn of Hartford Fire, and Peter Locke, broker.

Atlantic Mutual Names E. M. Castle at Syracuse

Eugene M. Castle has been appointed marine and fire manager at Syracuse for Atlantic Mutual and Centennial. Mr. Castle entered insurance in 1926 and for 20 years has been with Fidelity & Guaranty, most recently as state agent in east and central New York. He is president of Syracuse Field Club.

Fight Nationalization

British insurance premium income from overseas sources amounts to some £350 million annually, according to C. H. Leach, chairman of British Insurance Assn. This amounts to some 70% of the total premium income from general British insurance business transacted throughout the world.

Insurance companies in the United Kingdom are maintaining their battle against possible nationalization. Current press advertising is being aimed largely at the friendly relations which persist between the "insurance man" and the family while the slogan used is "Free Enterprise Insurance Brings Service and Security to Your Home." This pertains mainly to industrial life insurance. For the present the socialist government is quiet on nationalization, for with too many international complications on its plate and too many failures at home, the prospect of a renewed assault on insurance at the moment is unlikely.

Plan Industrial F. P. Session

A session on industrial fire prevention will be held in connection with the All-Ohio Safety Congress at Columbus April 10-12. Charles R. Scott of the state fire marshal's office will talk on "Fire Brigades in Industry," and C. W. Fuston, Jr., Associated Factory Mutuals, Cleveland, on "Safe Operation of Standby Fuel Systems" and F. C. Lott, fire marshal of Republic Steel, Warren, O., on "Practical Fire Prevention."

Mrs. Madeline Lemperle of Berkshire Life spoke at the monthly dinner meeting of Insurance Women of Albany, N. Y.

Lowe Moves Up



T. Parker Lowe

T. Parker Lowe, who was recently elevated from vice-president to executive vice-president of Anchor Casualty, has been with that company since 1933, when he completed work in the business school of the University of Pennsylvania. He has been at the home office since 1950 and prior to that was vice-president in charge at Los Angeles.

Double Scranton School Line

Doubling of the fire insurance coverage on school properties at Scranton, Pa., has been voted by the school board there. It will be increased from \$8 million to \$16 million on a gradual basis over a five-year period.

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St. Paul Fire Loss to Be Nearly \$1 Million

ST. PAUL—Insurance companies will take a loss of approximately \$1 million in the Highland Center fire here April 1. The coverage is split among 25 or 30 stock and mutual companies. Total loss is placed at upwards of \$1,500,000.

Highland Center was a single large building housing about 18 separate firms. Nine of these were wiped out by the fire, and three others were badly damaged. About three-fourths of the building was destroyed. Insurance on the building is reported to have been \$542,000. Next largest coverage was the Highland Drug Co. with \$200,000 on merchandise and fixtures.

Other firms that took losses were Cut Price Super Market; Lee's Village Inn; Highland Bowling Center; Essex Corp., a real estate firm; Ritter's Hair Dressing studio; Ben Franklin store; Commander Appliance Co.; Highland Delicatessen; Jackson-Graves, women's apparel; Highland Cleaners. Also damaged were Lee's Highland kitchen; Highland Park State bank; Village Bootery; Highland Hardware and Highland Village service.

Record Fire for St. Paul

The fire, largest in St. Paul's history, is believed to have started in the Cut Price Super Market but the cause has not been determined. It broke out about 3 a.m. Sunday and raged several hours. Highland Center was in a residential district in the western part of the city. The building is owned by Stacker Chapman & Cohen under the firm name of Highland Center, Inc. They announced the center would be rebuilt.

This was the second large insurance loss in St. Paul in the last few months. The other was at the Minnesota Mining & Manufacturing Co. with close to \$1 million.

A partial list of the companies on the loss follows: Kansas City F. & M.; Pacific National; L. & L. & G.; St. Paul F. & M.; Paramount; Standard of New Jersey; London & Lancashire; Merchants of Colorado; British General; Dubuque F. & M.; Central States; Northern Assurance; Ohio Farmers; Equitable F. & M.; Western Assurance; Caledonian; Pennsylvania Fire; Pearl; American Eagle; Commercial Union; Minneapolis F. & M.; Royal; Century; Homeland; National Union; Star; Safeguard; Union; Federated Hardware Mutual; Fidelity & Guaranty; Westchester; Fireman's Fund; Niagara; Standard of Connecticut.

The Cut Price Super Market is reported to have carried about \$100,000; Highland Bowling center, around \$50,000; Commander Appliance \$28,500; Highland Delicatessen, \$20,000; Highland Park State Bank, \$5,000 (partial loss).

Adjusters who inspected the building said it was lacking in adequate fire walls and doors which probably accounts for the rapid spread of the fire. It was a one story building.

Ark. Bureau Meet April 19-20

The executive committee of Arkansas Inspection & Rating Bureau will hold its annual meeting at Little Rock April 19-20. There will be a bureau luncheon for Arkansas field men and a dinner dance for visiting executives given by Arkansas Fieldmen's Club and Arkansas Blue Goose. A number of them will go on to Houston for a meeting of the Texas advisory committee April 23-25.

Revise Calif. Operations

Phoenix-London group is decentralizing operations on the Pacific Coast. J. S. Sheppard has been named vice-president in charge of Pacific Coast operations. The company has set up a northern California branch and another branch at Los Angeles.

Merrill Olson, assistant manager at Los Angeles, has been named manager of the northern California branch, and Raymond Needham will continue as manager at Los Angeles. Joseph

Wynne, bonding superintendent at San Francisco, becomes also superintendent of agencies there, and Donald Roger, superintendent of the casualty department, will also serve as manager of the Pacific Coast department.

Portland Assn. Hears Finke

The broad form private passenger automobile policy was discussed by Julius Finke, Portland, Ore., manager for Swett & Crawford, at a luncheon meeting of Portland Assn. of Insurance Agents. Fire and accident prevention films will be shown at a luncheon meeting April 17.

Plan 3 Maine Regionals

Maine Assn. of Insurance Agents will hold regional meetings at Lewiston, April 9; Waterville, April 10, and Presque Isle, April 12. The program, arranged by B. K. Look, Newport; Clyde T. Congdon, Brunswick, and Edward R. Ladd, Rockland, will consist of panel discussions.

Harold K. Brookhart, chairman of the legislative committee of Ohio Assn. of Mutual Insurance Agents, addressed the Columbus Mutual Club on the model safety financial responsibility law.

Harmony Marks Legislative Front in North Carolina

RALEIGH—Controversial elements have been eliminated from the North Carolina department's omnibus bill and the measure, now unopposed, is well on the road to enactment. When agents and companies objected to some provisions, Commissioner Cheek and the senate insurance committee went into a huddle with the objectors and agreed to take out the sections over which there was disagreement.

In addition to the compromises reported in last week's issue, the section making rebate and "twisting" illegal in fire and casualty business was rewritten into the wording of the all-industry provisions on rebate.

Mr. Cheek has asked legislative permission to use a portion of the state property fire fund to buy insurance to cover losses in excess of \$50,000. The bill, under study by the senate insurance committee, is expected to pass. Mr. Cheek told the committee the state has been placing \$200,000 a year into the fund since it became a self-insurer in 1945. He asked for an increase to \$500,000 this year, but the general assembly decided to raise it only to \$300,000. He explained that the fund now protects state property valued at ap-

proximately \$287 million with single risks running to more than \$5 million. There now is a balance of \$600,000 in the fund and this could be wiped out by a single major loss, he said.

The insurance-small loans fight in the general assembly has resolved itself peaceably. On bill, approved by the insurance business and lending agencies, is now in process of enactment. It requires companies to file their A. & H. forms and policies with the commissioner, who may disapprove them if he feels the benefits are not commensurate with the rates.

Another bill, which would have limited A. & H. policies sold in connection with loans to the size of the loan installment and the period of the loan, was unanimously killed by the senate insurance committee. This action was taken after State Banking Commissioner Hood told the committee his commission would rather handle the situation by regulation than by statute. He indicated he will ask his commission to cause the new regulation to limit the policy benefits to the amount of the periodic installments.

The value of a good business training was discussed by C. L. Blackwood of Blackwood-Davis business college at a meeting of Insurance Women's Club of Oklahoma City March 28, at the Oklahoma club.



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Convention Dates

April 10-12, Western Underwriters Assn., annual, Ponce de Leon hotel, St. Augustine, Fla.
 April 9-11, Minnesota Agents, midyear, Radisson hotel, Minneapolis.
 April 10-11, Zone 2 of N.A.I.C., Roosevelt hotel, New Orleans.
 April 13-14, Rocky Mountain Territorial Conference of N.A.I.A., Broadmoor hotel, Colorado Springs.
 April 16-18, Eastern Territorial Conference of N.A.I.A., Hotel Statler, New York.
 April 16-18, National State Directors of N.A.I.A., midyear, Hotel Statler, New York.
 April 24, Wisconsin agents, midyear, Loraine Hotel, Madison.
 April 29-May 2, Zone 2 of N.A.I.C., Francis Marion hotel, Charleston, S. C.
 May 3-5, North Carolina Agents, annual, Carolina Hotel, Pinehurst.
 May 2-4, Louisiana Agents, annual, Edgewater Gulf Hotel, Edgewater Park, Miss.
 May 7-8, New York Agents, annual, Hotel Syracuse, Syracuse.
 May 7-11, National Fire Protection Assn., annual, Hotel Statler, Detroit.
 May 9-11, Alabama Agents, annual, Battle House, Mobile.
 May 9-11, Iowa Agents, annual, Des Moines.
 May 10-11, Casualty Actuarial Society, annual, Seaview Country Club, Absecon, N. J.
 May 14-15, Okla. Agents, annual, Skirvin hotel, Oklahoma City.
 May 14-16, Health & Accident Underwriters Conference, annual, Detroit.
 May 14-16, Insurance Accounting & Statistical Assn., Palmer House, Chicago.
 May 17, Midwestern Independent Statistical Assn., annual, Hotel La Salle, Chicago.
 May 21-22, Inland Marine Underwriters Assn., annual, Skytop, Pa.
 May 22-23, National Assn. of Insurance Brokers, annual, Somerset Hotel, Boston.
 May 23, Connecticut Agents, midyear, Norwich Inn, Norwich.
 May 24-26, Texas Agents, annual, San Antonio.
 June 3-6, National Assn. of Insurance Commissioners, annual, New Ocean House, Swampscott, Mass.
 June 7-9, National Assn. of Independent Adjusters, annual, Baker Hotel, Dallas.
 June 10-13, International Assn. of A. & H. Underwriters, annual, Dallas.
 June 11-13, American Assn. of Managing General Agents, annual, Glenwood Springs, Colo.
 June 12-14, Ohio Field Clubs, Summit hotel, Uniontown, Pa.
 June 14-16, Arkansas Agents, annual, Arlington hotel, Hot Springs.
 June 19-21, Michigan Fire Underwriters Assn., annual, Ramona Park hotel, Harbor Springs.
 June 21-22, Maryland Agents, midyear, George Washington hotel, Ocean City.
 June 24-26, New England Assn. of Insurance Agents, summer meeting, Poland Springs, Me.
 Aug. 20-22, West Virginia Agents, annual, Greenbrier, White Sulphur Springs.
 Aug. 23-24 Oregon Agents, annual, Baker hotel, Baker.
 Sept. 5-7, C.P.C.U., annual, Palmer House, Chicago.
 Sept. 10-13, National Assn. of Insurance Agents, annual, Stevens Hotel, Chicago.
 Sept. 10-12, International Claim Assn., annual, Monmouth Hotel, Spring Lake, N. J.
 Sept. 17-18, Utah Agents, annual, Hotel Newhouse, Salt Lake City.
 Oct. 1-3, Conference of Mutual Casualty Companies, annual, Hotel Statler, Detroit.
 Oct. 5-6, Colorado Agents, annual, Broadmoor Hotel, Colorado Springs.
 Oct. 21-22, Ohio Agents, annual, Cincinnati.
 Oct. 29-30, Illinois Agents, annual, Peoria.
 Oct. 29-31, Bureau of A. & H. Underwriters, annual, Homestead, Hot Springs, Va.
 Oct. 29-31, California Agents, annual, Biltmore hotel, Los Angeles.

Nov. 1-2, Nebraska Agents, annual, Hotel Fontenelle, Omaha.
 Nov. 6-7, National Assn. of Independent Insurers, annual, Edgewater Beach hotel, Chicago.
 Nov. 13-15, Maryland Agents, annual, Lord Baltimore hotel, Baltimore.

1952

Sept. 22-25, N.A.I.A., annual, Cleveland.

1953

Sept. 28-Oct. 1, N.A.I.A., annual, Washington.

Prepare Tasty Fare for Big Accountants Rally

The casualty portion of the program for the annual meeting of Insurance Accounting & Statistical Assn. has been prepared. The meeting will be at the Palmer House, Chicago, May 14-16, and nearly 1,000 representatives of more than 475 member companies are expected.

The casualty accountants will hold a separate meeting the afternoon of May 14, at which talks will be given by H. W. Childs, Indemnity of North America; E. L. Brandt, Auto-Owners; T. C. Morrill, Liberty Mutual, and H. E. Curry of State Farm.

The next morning the fire and casualty accountants will have a combined meeting with talks to be given by R. H. Redus, Iowa Mutual; W. Neal MacKenzie, Hartford Fire, and James J. Higgins of the New York department.

In the afternoon, E. R. Rust of State Farm will talk on expense control and following this there will be two sessions, one combined session for fire and casualty large company representatives and another for the small company men. At the former, Robert Clinton, American Mutual Liability; C. F. Fleckenstein, Standard Accident, and H. Randall Pease, Travelers, will talk. At the small company session, Kellum Johnson, Gulf; T. R. LePage, Midwestern of Ohio, and Matthew Powers, Great Central, will be the speakers.

On the third morning there will be another combined fire and casualty session at which Arthur S. Kuenkler, U.S.F.&G., will talk on the annual statement blank and insurance expense exhibit. Specialized punch card operations will be discussed by E. T. Kylo, Royal-Liverpool; John C. Barrows, American Surety, and Norman Flegner, Frankenthuth Mutual Automobile.

Country Editors Polled

The Albert Frank-Guenther Law advertising agency questioned editors of country papers on what they believed to be the attitude of their readers on a number of current topics. One of the questions was whether the readers would prefer government insurance or private insurance, assuming both were readily available. Private companies got an 84% vote so far as life insurance is concerned and 65% for other types of insurance.

John G. Curtin, reinsurance accountant for the Aetna Life companies, has just observed his 40th anniversary with the organization.

Seek R.F.C. Loan to Rehabilitate Dearborn National

LANSING, MICH.—Michigan department officials have been informed by counsel for Dearborn National and Dearborn National Casualty that a \$1,250,000 Reconstruction Finance Corp. loan is in process of negotiation in connection with efforts to reorganize the companies.

Commissioner Forbes several months ago petitioned for a receivership for the companies on the basis of examination findings that their investment portfolios did not conform with statutory requirements and that a financial pyramid had been erected by the David F. Broderick interests with the securities of Broderick-controlled companies interlaced throughout the structure.

When the Michigan supreme court upheld the commissioner's stand, a reorganization proposal was advanced which would involve injection of a substantial amount of new capital and merger of the insurers into a single multiple-line company.

\$1,800,000 to Be Raised

According to the latest advices to the department, it is proposed to provide \$1,800,000 in new capital, including the anticipated RFC loan. It is considered likely that the department will approve a further delay, probably until July 1, to permit completion of the rehabilitation program.

Commissioner David Forbes has granted a formal extension of time to the Dearborn companies to permit perfecting a reorganization through a capital contribution and an expected RFC loan. In his letter to the companies' management he sets as the extension terms that "completion of this transaction so that the new insurer shall be reorganized, recapitalized, and in business on or before July first." If these terms are not met the warning is given that the department will go ahead with the previously proposed receivership.

New Mariners Club

Mariners Club of Connecticut has been formed at Hartford, with Charles Welk of Automobile as skipper; Edward Proeschel, Travelers, first mate; and E. A. Mayo, Aetna Fire, purser and yeoman. Edwin Stearns of Travelers, William Downs, Hartford Fire, and Carl von Pechmann, Automobile, were elected to the executive committee. The next luncheon meeting will be April 10.

B. M. Porter Now V.-P.

B. M. Porter, who has been in charge of the fire division of American Fire & Casualty of Orlando, Fla., for the past 10 years, has been elected vice-president in charge of that division.

Gallagher Tells N. J. Assn. How Agent Can Help Client

CAMDEN, N. J.—When properly attending his business the insurance agent should not be merely an order taker. He should be a counsellor and a key-stone to the industrialist or business man, R. B. Gallagher, manager of the insurance department of Philco Corp., told the mid-year meeting of New Jersey Assn. of Insurance Agents. He said the agent is not meeting his responsibility unless he offers advice to a client regardless of how it affects a sale.

"Should it not be the practice of your client to refer his problems to the lawyer or the accountant," he said, "it may be advisable for you to encourage him to do so."

Point Out Lease Danger

Mr. Gallagher pointed out that the lawyer frequently has to study or draw up various contracts affecting businessmen or even home owners. Frequently, leases will be drawn up to make a tenant liable for certain damages. It is up to the insurance agent to point out such dangers to his client and have the latter refer the matter to an attorney.

He cited an instance where a roofing company received a contract for removing an old roof and constructing a new one. During the construction a rain-storm did great damage to machinery and stock. The construction contract was silent on liability, and it was possible the company attorney did not know that his client's insurance program did not include water damage. The agent should point this out.

The relationship between the public accountant and the insurance agent should be very close. The accountant, he explained, is not accustomed to thinking in insurable values.

"The inadvertent use of book values has created almost as many coinsurance problems as carelessness in purchasing insurance or deliberately buying too little," he pointed out, adding that the accountant should be advised as to the meaning of "insurable value."

Hail Loss at Tuscola, Ill.

The first storm in the midwest made its appearance Friday at Tuscola, Ill. This was a hailstorm that caused between 500 and 600 losses.

The adjusters are glad to get a delay in the storm season. In the last two years it has begun in January and picked up strength through May. The late start this year may help to ease the burden somewhat.

Add Carson to N. Y. Card

Ellis H. Carson, president of National Surety, will speak at the annual meeting of New York State Assn. of Insurance Agents, to be held at Syracuse, May 7-8.

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Anti-Fire Marshal Bill in Minn. Believed Doomed

ST. PAUL—A bill which would virtually abolish the state fire marshal's department is believed to be doomed in the lower house although the author will make another attempt to revive it. There are in fact two bills, one to transfer the inspection of fire hazards, now

handled by the fire marshal, to the department of labor and industry, and the other to transfer arson investigation and detection to the bureau of criminal apprehension. These changes were recommended by an interim commission appointed to streamline state government.

However, a flood of objections to the bills has poured in on the legislature, much of it from firemen throughout the state.

A new bill in the senate would make owners or occupiers of business property liable for injuries or death suffered by a fireman or policeman in case of violation of safety rules.

The senate has passed several minor insurance bills, including one increasing the kinds of property that may be insured by township mutuals.

Goes with Flint Agency

Howard G. Downing, whose association with the Braun & Braun local agency at Flint, Mich., was reported last week,



HOWARD G. DOWNING

for five years traveled Michigan for National Fire. He was with Tennessee Inspection Bureau for 3½ years after graduating from Illinois Tech. He is an air force veteran.

Opens Portland Branch

The Boston independent adjusting firm of James J. McDevitt & Sons has opened a branch at 477 Congress street, Portland, Me., with John A. Buckley, former head of the Providence Washington loss department at Boston, as manager. Before the war Mr. Buckley was with Employers Liability at Portland and at Bangor, Me.

Aids Driver Education Program

A check for \$3,100 has been presented to the city school superintendent by President Lewie Lacy of Oklahoma City Assn. of Insurance Agents, to assist in financing the continuance of the driver education and safety education program in city schools. Lack of budget funds in 1950 caused the schools to discontinue this phase of student training.

Lt. Caspar H. Brown, Jr., formerly associated with his father, Caspar H. Brown, Sr., in the Feffer & Brown agency at Springfield, Ill., was married to Miss Joan Mills of Springfield. Lt. Brown is serving with the air corps and is stationed at Bergstrom Field in Texas.

N. E. Clark of the Clark Adjustment Service, Madison, Wis., addressed a meeting of Madison Bar Assn. on demolition insurance.

A testimonial dinner will be given by associates and insurance people April 19 at Trenton for Chris A. Gough, who will retire May 1 from the New Jersey insurance department after 58 years.

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State Fund Disability Bill Gets O.K. by Mass. Committee

The Massachusetts house labor and industry committee has reported favorably a bill providing for compulsory monopolistic state fund non-occupational disability legislation. This is the third year in a row that such measures have been recommended. In 1949 and 1950, the bills were beaten on the house floor. The bill still must go to the ways and means committee because it carries an appropriation. Last year that committee did not hold a hearing on the bill, and it is not expected to have one this year.

Last year when a disability insurance bill was reported out of committee, it was done over the objections of a representative of the Catholic church, whose testimony is credited with having a marked effect in the floor voting. However, Gov. Dever in his message to the legislature this year took a positive stand on compulsory disability insurance, advocating a monopolistic state fund.

Would Up Mo. Mutual Limit

JEFFERSON CITY, MO. — The senate is expected to pass this week a bill requested by Superintendent Leggett that would require domestic mutual casualty companies to have at least \$100,000 in contributed surplus and paid-in premiums prior to starting business. The present requirement is only \$25,000.

Diplomatic Immunity Question Is Arising

WASHINGTON — Although diplomatic immunity applies to all sorts of foreigners accredited in the diplomatic corps here and to the United Nations, the State Department contemplates no further action in two recent accidents here involving members of the corps in which one person was killed and six injured.

The department has been informed there will be "adjustment" between the Spanish embassy and the family of Mrs. Lillian Hess, 48, who was killed in an auto accident involving Second Secretary Vicente P. Santaliestra. An attorney for the family reported insurance adjusters would discuss a financial set-

tlement this week.

The department indicated it expected adjustments to be made with persons injured by a car driven by Raif Olgun, commercial attache Turkish embassy, which collided with a taxi and injured five at a bus stop. Witnesses said Olgun, drove through a red light.

A coroner's jury found Santaliestra drove "with gross negligence and in a wilful, wanton manner."

The State Department has received apologies from the Spanish and Turkish embassies and contemplates no further action. It could not do much except to declare the drivers personae non grata, which would bring about their recall from the U. S., as has happened in some other similar cases.

Local police are powerless under the diplomatic immunity status of foreigners, but the D. C. Commissioners were reported considering a protest to the State Department, in view of these two accidents and another occurring March 22, in which R. G. Carizzo, Argentine delegate to the Pan American Union, injured another man. The State Department said this last case is being handled through the Pan-American Union.

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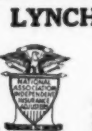


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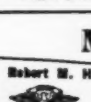
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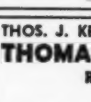
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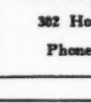
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Keystone Probe Sought

HARRISBURG, PA.—A resolution calling for a state senate investigation of the defunct Keystone Mutual Casualty has been introduced. It declares that an independent audit of the company ordered by the Dauphin county court found the company "substantially solvent." It was thrown into receivership several years ago.

It was further charged in the resolution that the insurance department has accomplished "no visible results" in liquidation proceedings.

Litigation is now pending between groups of Keystone policyholders on the matter of solvency.

To Hold Agent Confabs in N. J.

Hartford Accident will hold two round table conferences for its agents in New Jersey in April, at Camden April 10, and at Atlantic City April 12. V. K. Simpson, manager at Philadelphia will be in charge of the sessions. The conferences will feature discussion of comprehensive liability insurance by Earl K. Scott, assistant manager, and discussion of the 3-D contract by F. W. Moore, assistant manager.

Statisticians to Meet June 1-2

The 35th annual meeting of the Assn. of Casualty & Surety Accountants & Statisticians will be held June 1-2 at Glens Falls, N. Y. C. G. VanderFeen, vice-president of National Surety, is chairman of the committee on arrangements. A. W. Morgan, secretary and comptroller of the Glens Falls group, will be host. George W. Moore, who was for many years president of the group and who retired a year or so ago after being with National Assn. of Insurance Agents, is secretary.

Signs W.C. Bill in N.Y.

Gov. Dewey signed the bill which will permit the New York State Fund to write employers liability cover in the workmen's compensation policy.

The governor also approved the bill that will permit the clerk of the Surrogate's Court who receives a salary as full compensation for services to charge fees for recording official bonds or undertakings of fiduciaries.

Gov. Dewey has signed a bill making it illegal to operate an automobile on the public highways that is equipped with a television receiving set.

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Assn. Statistic verry June 1-2 New will be of-state various A. W. of Glen dent. ready h attending Swamp National sioners, The a name, surety

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Feb. 7

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Helmick Adds Lloyds Firm to Reinsurance Office

Griffiths, Tate, Ltd., an Illinois corporation for handling London Lloyds business, has been formed at Chicago by Andrew J. Helmick in the new quarters of Reinsurance Agency, Inc., at 309 West Jackson boulevard. Mr. Helmick operates a branch office of Peerless Casualty as resident vice-president and supervising agent for reinsurance and direct excess lines.

The new Chicago Lloyds outlet represents the London firm of Griffiths, Tate, Ltd., Lloyds brokers. Vincent S. McKerrrow, a director of the London organization in charge of American business, is spending several months in Chicago working out procedures. Thomas C. Anderson, Lloyds specialist who has been in charge of the Lloyds department for Reinsurance Agency, will continue to supervise this business. Reinsurance Agency will place only reinsurance, both domestic and foreign and direct lines in the American market.

An open house will be held in the new offices on the afternoon of April 12.

Plan for Glens Falls Meet

Assn. of Casualty Accountants & Statisticians plans to hold its 35th anniversary meeting at Glens Falls, N. Y., June 1-2.

New York metropolitan companies will be hosts for the celebration to out-of-state members who will come from various home office cities.

A. W. Morgan, secretary-comptroller of Glens Falls Indemnity, is the president. More than 100 acceptances already have been received. Many of those attending plan to go on from there to Swampscott, Mass., for the meeting of National Assn. of Insurance Commissioners, June 3-6.

The association recently shortened its name, dropping out the words "and surety" from its title.

Claim Men Honor Graham

Thirteen company officials, members of the executive committee of International Claim Assn., held a special committee meeting last week at Kansas City in honor of Louis L. Graham, past president and for 22 years secretary of the association. Mr. Graham, who is vice-president of Business Men's Assurance, was president of the claim association in 1928.

Feb. Traffic Deaths Up 4%

Traffic deaths in February numbered 2,300, which was an increase of 4% over the same month a year ago, and this was the 15th consecutive month of increases, the National Safety Council reports. Deaths for the first two months were 5,190, up 11%. The safety council finds some comfort in the fact that the rate of increase in February was the smallest since December, 1949. The increase was confined to the mountain and Pacific states where the record worsened by more than 25%.

R.I. Compulsory Auto Bill

A compulsory automobile insurance bill of the Massachusetts type has been introduced in the Rhode Island assembly and is now in the house corporations committee.

Set Pa. Educational Conference

The annual Pennsylvania insurance educational conference will be held again at State College June 17-19. It will be sponsored by prominent insurance groups of Pennsylvania.

Donaldson Canadian Chief Agent

Garnet H. Donaldson of Toronto has been appointed chief agent for Canada of Ministers Life & Casualty Union, Minneapolis. He succeeds Edmund P. Stewart, who has retired after 15 years in that post.

Neb. Governor Takes Hand in Blaine Young Case

LINCOLN, NEB. — State Liquor Commissioner Blaine Young refused to comment on a statement by Gov. Peterson of Nebraska that "it appears that Mr. Young has violated the law" in regard to accepting renewal of insurance business from liquor licensees in Omaha.

Young said that all his insurance business with liquor licensees was itemized in his statement which he submitted to the governor March 29.

The governor said he had sent the information to the attorney general for an opinion as to whether Young should continue as liquor commissioner. Young said he had statements from the Harry A. Koch Co. of Omaha and the Byron Reed Co. of Omaha listing the names of licensees which placed business with those agencies to Young's credit.

Old Accounts, Young Says

"You will note," said Young, "that several of these accounts have been handled by me for several years before I was appointed a member of the liquor control commission." He repeated that he had not solicited any business from anyone connected with the liquor business since he became a member of the commission and said he could furnish affidavits from several licensees that he had refused to accept any of their business.

The statutes prohibit any commissioner from soliciting or accepting "any gift, gratuity, emolument or employment" from any persons subject to the provisions of the act, directly or indirectly. The penalty for being found guilty of violations is a fine up to \$500 or imprisonment from 60 days to six months, or both.

Hike Wrongful Death Limit

MADISON, WIS.—A measure that would set a limit of \$20,000 on wrongful death damages, in place of the present \$12,500 limit, has been introduced in the senate as an amendment to a bill which would remove the limit and which is opposed by insurance men. Leaving the sum to the discretion of the jury would mean high automobile insurance rates, opponents argued. The amendment would also permit a widow to get an additional \$2,000 for each minor child and would set a limit of \$2,000 damages for loss of companionship suffered by the spouse or parents of a person killed in an accident involving negligence.

Standard Accident Changes

Daniel M. Hannon, Jr., has been made claim manager at San Francisco for Standard Accident. Robert L. Blanck has been appointed claim representative at Buffalo. Robert J. Burns has been appointed claim representative at Syracuse, and John J. Hilbert has been made claim representative at Philadelphia.

Standard has also named Victor A. De Simon claim representative at Rochester; Leo A. Gallagher, Jr., claim representative at Philadelphia; Woodfin E. Faucett casualty underwriter at Kansas City, and Wayne T. Soltau field auditor at Minneapolis.

New Utah F. R. Law Signed

Governor Lee of Utah has signed a new and improved financial responsibility law, just passed by the legislature, which will become effective Sept. 1.

MRS. NINA MERRILL THURBER, 83, widow of Charles L. Thurber, founder of Security Mutual Fire of Chatfield, Minn., and mother of L. M. Thurber, present secretary of Security Mutual, and of H. P. Thurber, president of Northwest Underwriters of Chatfield, died at her home. Mrs. Thurber was a director of Security Mutual at the time of her death.

MRS. F. F. LUDOLPH, wife of the secretary of San Antonio Insurance Exchange, died recently.



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Letters from home owners and businessmen throughout the country tell us of their complete satisfaction with Tite-On's ability to "ride out" windstorms. The reproduced letter from insurance man, Philip Orr, is typical.

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Good Field Man and Agent Who Works Spell Success

The ideal field man puts himself in the agent's place and advises him of coverages best fitted to insured's needs, C. Stanley Stults, head of the Allen & Stults Co. agency at Hightstown, N. J., said in a talk before the Casualty Underwriters Assn. of New Jersey. Mr. Stults' observations covered experience of his agency with field men through 50 years.

A few weeks ago a leading industry in his area called Mr. Stults to say that a direct writing insurer that carried

the firm's compensation insurance had recommended Mr. Stults to write the public liability and automobile. This was because Mr. Stults represented a company which could provide much broader public liability coverage. Needless to say, Mr. Stults commented, he took an effective field man with him when he sold the firm a policy. The premium was several thousand dollars. Mr. Stults started in the business long before educational courses. Field

men were his teachers. To him, executives of companies, including the president, are only ex-field men "who did not have enough sense to become agents." He respects field men—and ex-field men. They started him successfully in the business. If it had not been for the trained representatives of one casualty company 30 odd years ago he would not have become an agent.

As a country agent, he said, insurers in these times of manpower shortages can best prepare to meet the situation by training field men to well serve the agent. He recalled that training courses for agents were pioneered by New Jersey Assn. of Insurance Agents about 15 years ago. In those 15 years the field man, including branch managers and their personnel, have been the teachers.

A field man with only a knowledge of

rules, rates and regulations is utterly useless, he declared, even less than useless because he makes the agent sore at the company. However, the one with knowledge and ability to get along with and inspire the agent—and here he spoke of agents who get out of their offices after business—is a man who more than pays his way. In fire insurance it is certainly the field man who is the company to the agent.

Underwriting and Claim Work

In casualty there usually are more claims and since claims are adjusted by company representatives, the company itself slowly begins to take on flesh and blood reality in an agency. The adjusting force means as much as the underwriting and field service. Mr. Stults likes to feel that the underwriting and claim departments of the companies are working together to build up his business.

In the last 10 years, he said, one field man and his helpers have increased his company's business in the Allen & Stults office about 400%.

He recalled that there was a time when no representative of a company had a kind word for his competitors. There was a time not many years ago when agents in New Jersey had to meet secretly with their friends from other companies. This kind of thing no longer exists, he thinks.

He said he learned many years ago that it does not pay to knock another company. In the depression it was necessary to pass a law making it a crime to criticize the financial stability of a company. Mr. Stults once proved to a prospect, after a lot of research, that a company in which he was insured was worse than broke. But Mr. Stults did not get the business. He convinced the man he needed to change his company. But Mr. Stults did not get the business because he had proved to the prospect he was stupid enough to place his insurance with an unsound carrier.

Commission Not All Important

The question of commissions is relatively unimportant, he said. Instead of having one casualty company in his agency, as was the case years ago, today he has four. Of one he is general agent, of another a regional agent and of the other two local agent. The company with the greatest volume is not necessarily the one paying the highest commission. Most new business came because an enterprising field man sold someone in the Stults agency an idea which brought to mind a prospect.

The agent places much reliance on the field man in these days of multiple line underwriting. Problems arise, but the agent is reassured because he knows that the special agent will be in the office next Wednesday and the problem can rest until that time. It is from these problems and their solution by competent field men, with the aid of the agent, that the agency develops its big premiums. He thinks that field men also can learn much from agents and that the field men cannot get away from regular and fairly frequent calls on agencies.

Has Confidence in Future

Mr. Stults has a lot of confidence in the future of the insurance business, which is based on trust, a mere promise to pay. This means there must be a strong foundation of truth, honesty, fidelity and trust. He commends new ideas, new forms, new rating procedures, different ideas of supervision. Refusal to consider new ideas and attempts to prevent others from doing so violates the spirit of insurance and puts agents into the category of routine order takers. Without the differences that exist in the business, agents would be soda dispensers and the field man's chance to be helpful would be limited to providing a more elaborate electric sign or a more elastic black bag.

Insurance Post 404 at a luncheon meeting at San Francisco April 5 will hear a talk on Communism by Rear Adm. J. M. Smith, retired.

WANT ADS

Rates—\$13 per inch per insertion—1 inch minimum. Limit—40 words per inch. Deadline 5 P. M. Monday in Chicago office—175 W. Jackson Blvd. Individuals placing ads are requested to make payment in advance.

THE NATIONAL UNDERWRITER — FIRE & CASUALTY EDITION

WANTED

Professional Personnel

A large non-profit organization desires junior and senior actuaries, pension program supervisor, and group insurance program director. Unusual opportunity for well-qualified personnel wishing a varied and interesting experience in the field of pension and group insurance program planning and administration. Interested only in persons with high technical qualifications and professional standards and who wish constructive and developmental experience. All inquiries will be held confidential. Address E-50, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

TABULATING DEPARTMENT SUPERVISOR

Excellent opportunity for right man between 30 and 35 with experience in fire and casualty insurance I.B.M. machine accounting. Salary based on ability. Pension plan. Group insurance. Vacation. Excellent working conditions. Home Mutual Insurance Co., Appleton, Wis.

ADJUSTERS WANTED

In fast growing Albuquerque, New Mexico. Can use several experienced adjusters competent to handle losses in casualty, automobile, fire and allied lines for a well established office. Address E-23, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

FOR SALE LOCAL AGENCY

Northern Indiana
1950 Commission Income \$23,000.00
Owner in Ill Health
Address E-33, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

CASUALTY ACTUARY

Large Midwest company has opening for man around 30 with casualty actuarial background. Membership in Casualty Actuarial Society desirable but not required. Some practical experience necessary. Excellent opportunity for future coupled with attractive salary. All replies held strictly confidential. Address E-37, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

AVAILABLE

For special agent. Capable, good personality. Adjuster 15 years; agent 7 years. Southern California. For interview write to E-42, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Casualty Underwriter

Excellent opportunity for experienced top level home office casualty underwriter to supervise a territory for a Texas multiple line stock casualty company. Salary commensurate with ability and experience. Give complete background. Address E-47, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Two assistant underwriters by Texas stock casualty company. One for automobile and one for compensation. Excellent employee benefits. In reply, give complete background and draft status. Address E-48, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

CASUALTY ADJUSTERS WANTED

Due to the expansion program of established company will employ one experienced property damage inside adjuster, one experienced automobile and general liability outside adjuster and one adjuster attorney to train for trial work. Telephone Mr. MacLean, HA 7-0632, in Chicago.

WANTED TO BUY

All Outstanding Stock

GOING CASUALTY INSURANCE COMPANY
Address E-43, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

FIRE RATING ENGINEER

Wanted by large Midwestern agency. Please write stating experience and salary desired. Replies held strictly confidential. Address E-46, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

Fire Underwriter. An opportunity is available for an experienced Fire Underwriter in a Western Department office located outside of Chicago. Ideal surroundings and working conditions. Liberal employee benefits. Please give complete business history. Reply information treated confidentially. Address E-51, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

By a prominent multiple line group, fire fieldman or engineer capable of initiating and supervising sales and service programs for well established agency plant throughout midwestern territory. This opening offers an unusual opportunity for the right man. Reply giving personal history and experience. Address E-45, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

A young man for personnel and office management work by a Western Department office located outside of Chicago. This is an excellent opportunity for a young man with at least a partial college education; for one who is acquainted with the work flow of a multiple line company. Give complete information including experience, age, salary and Armed Service status. Replies confidential. Address E-52, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

SPECIAL AGENTS

Progressive and expanding multiple line insurance company need young and aggressive Special Agents to develop new agencies in Southern States. Age 30 to 40, draft exempt. Compensation commensurate with ability. Write, Southern Fire & Casualty Company, Knoxville, Tennessee.

AGENCY FOR SALE

In Manufacturing and Agricultural center one hundred miles south west of Chicago. Annual volume Thirty-Five Thousand, growing fast. All direct fire and casualty business. Will remain with purchaser until established in community, if desired. Terms considered. Address E-49, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

AVAILABLE

Executive with 25 years of very successful insurance experience in management, production, underwriting casualty and some fire lines. Home Office and Branch Office experience. 47 years of age, married, no children. Free to move. Address E-54, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

AUTOMOBILE UNDERWRITER

Florida Stock Company operating in many states seeks experienced Home Office Underwriter of Automobile Casualty and Physical Damage. In reply give complete experience, details, age, family status and salary desired. All information treated confidentially. Address E-55, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

CASUALTY SPECIAL AGENT INDIANA

Large stock multiple line group needs experienced man to supervise and develop established casualty and surety agency plant. Address E-57, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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"AL - HEY, AL - YOU WERE SAYING 'MOST ACCIDENTS HAPPEN IN THE HOME.'"

Distinguishing the Morrills

One of the speakers at the convention of Insurance Accounting & Statistical Assn. as announced in this edition is T. C. Morrill of Liberty Mutual. This is not the T. C. Morrill, who is director of research of the State Farm Companies and who is a former New York department deputy and much in the lime-light in uniform accounting affairs.

"The T. C. Morrill of the Liberty Mutual Insurance Company is a very likable fellow who carries the first name of Theodore," says the T. C. Morrill of State Farm.

"I see him annually at the meetings of the Insurance Accounting & Statistical Assn. and we are always creating confusion because of the similarity in names.

"The most interesting example of this occurred in May, 1948, when I addressed the I.A.S.A. at Cleveland on my favorite subject of uniform accounting. During a question and answer period Ted Morrill got up to ask me a question and the stenographer asked for his name which he gave simply as T. C. Morrill. At that point I stopped the proceedings to suggest to the stenographer that she had better introduce our first names into the record or she was going to have some peculiar looking notes."

Fight Compulsory Plan

HARTFORD—Proposals that Connecticut automobile drivers be required to carry liability insurance before being allowed to drive ran into strong opposition at a public hearing before the legislature's judiciary committee here Tuesday.

The opposition came from the state bar association, the state Grange, several insurance groups, several chambers of commerce and the state legislative council.

Instead, these groups favored the security type financial responsibility law.

Only support for the compulsory insurance came from spokesmen of the Connecticut Automotive Trades Assn.

Jeffries Reviews Bills

COLUMBUS—L. U. Jeffries, warden of the Ohio department, explained the pending insurance bills at the meeting of Casualty & Surety Field Club of Ohio. Plans are being made by the club for its dinnerdance and spring outing.

Eagles Agency Moves

CINCINNATI—F.O.E. Insurance Service, which is managed by F. O. Doerger and which is the insurance department of the Eagles fraternal order, has moved to its new quarters at 2920

Vernon place here. The building houses the entire insurance department of the Grand Aerie and has been especially remodeled for that purpose.

Strengthen Responsibility Law

NASHVILLE—An amendment to the state auto responsibility law providing that state highway patrolmen can pick up the driver's license as well as the car tags of an autoist violating this law and requiring local county officials to report all violations to the state highway patrol has been passed by the Tennessee legislature and signed by Gov. Browning, giving strength to enforcement of the act. An amendment transferring enforcement of the law from the finance to the state safety department, objected to by many, was also passed.

Other acts were passed requiring that all new cars sold in Tennessee be equipped with safety glass approved by the Tennessee department of safety and increasing cost of driver's license from \$1 to \$2, the increase to go to the state safety program.

Northwest Fire School Set

Leonard C. Lund, deputy Minnesota commissioner in charge of fire marshals, announces that the northwest fire school will be held at University of Minnesota April 30-May 3.

Mutual Clinics in Va.

Southern 1752 Club held educational clinics at Richmond and Roanoke, Va. More than 50 mutual field men attended the one at Richmond.

BERT N. MILLS, 64, former secretary of Bankers Life of Des Moines, who died at his home there Tuesday, was president of the Insurance Advertising Conference years ago when I.A.C. embraced both life and property insurance men.

NEWS BRIEFS

Fred L. Bross of Halifax was elected president of New Jersey Fire Prevention Assn. Vice-president is J. A. Le Coney, America Fore; secretary, H. S. Tripple, Jr., Crum & Forster, treasurer, G. P. Albiez, Pearl.

Aetna Fire has named Harold M. Du Four marine loss manager, a new post, at New York. He has been in charge of marine losses there since 1935. He began in insurance 41 years ago and was 15 years with lobe & Rutgers.

Alfred G. Williams, formerly with A. M. Greenfield & Co., has been named manager of the Reisen agency at Philadelphia.

A SUCCESSFUL INSTITUTION

Evidence of this is found not so much in our gradual, steady growth over the past 86 years, but rather in the thousands of prompt payments of just claims.

This RELIABLE service has meant satisfaction to our thousands of policy-holders . . . and to our agents.

WM. H. MCGEE & CO.
Managers

Inland Marine Department

175 West Jackson Blvd.
Chicago 4, Illinois

111 John Street
New York 7, N. Y.



RELIABLE
FIRE INSURANCE CO.
Dayton, Ohio

An Independent Ohio Company

EDITORIAL COMMENT

The Man and the Times

E. L. Williams, who departs May 1 as president of Insurance Executives Assn., during most of his tenure was presiding over a divided house. It was a difficult transition period. The business in its institutional aspects was being turned inside out. Mr. Williams insisted at every turn on complete sacrificing of every vestige of association controls that for generations had been regarded as the keystone of the fire insurance business. There were those who felt strongly that he was going to extremes to be on the safe side.

More recently Mr. Williams had caused sparks to fly by his advocacy of a certain type of additional extended coverage contract and by his program for automatic reinstatement.

Critics of Mr. Williams were wont to say that his position often betrayed a lack of appreciation and respect for the fine points of practical fire insurance operations.

It can be said that Mr. Williams came on to the scene to do an aggressive, fighting job at Washington and in the courts and that then he was retained to perform internal tasks of an entirely different nature and which perhaps called for a different temperament and kind of experience. However, during these past few years of trying adjustments to new requirements and of

radiating new challenges we doubt that there is any soul blessed with the necessary personality, wisdom, and experience to have harmonized, unified, and given the sense of direction to the business that so many have been yearning for.

The S.E.U.A. decision was dynamite. There just had to be an upheaval of great proportions. There were bound to be head-on collisions. Leaders in the business of conflicting views were in no mood to be restrained and unified.

Taking the long view, it may be true that a period of contentedness, of trying and testing, of broken pates and hot tempers had to be endured before the ground work could be laid for a new period of constructive, enlightened institutional coming together. If so, then any man in Mr. Williams position could at best have served merely to cushion some of the blows and at worst could only have intensified some of the inescapable conflicts. But, of course, the man can't be separated from the times, and if the business is now in a mood and in a position to forge some new apparatus to help guide its destiny it could not do so under the leadership of a man who is symbolic of the great strife and strain of the past few years and surrounding whom there have been so many antagonisms.

PERSONAL SIDE OF THE BUSINESS

W. J. Jeffrey, Chicago manager of U. S. F. & G., has been vacationing in Florida.

Thomas M. Geoghegan, vice-president Perkins & Geoghegan and past president Cincinnati Fire Underwriters Assn., has been made an honorary vice-president of Xavier University Alumni Assn.

B. G. Dawes, Jr., former president Eureka-Security and now connected with Thomas E. Wood, Inc., is in charge of arrangements for a special train from Cincinnati to Marietta for the intercollegiate regatta there June 16. An alumnus and trustee of Marietta College, Mr. Dawes has been active in the work which resulted in the transfer of the regatta from Poughkeepsie to Marietta.

Rauland P. Smith, treasurer of the Walter F. Smith & Co. agency of Trenton, N. J., is enjoying a Florida vacation at Key West and Miami Beach.

Wallace Stevens, vice-president of Hartford Accident and distinguished U. S. poet, received the honorary degree of doctor of letters from Bard College at Annandale, N. Y. at exercises in observance of the 91st anniversary of the granting of the charter of the col-

lege. The degree was conferred by President James H. Case, Jr., following an address by Mr. Stevens on "The Present Relationships Between Prose and Poetry."

President Case's citation was as follows:

"Wallace Stevens, you have discerned in the world about you and your inner world the fire and shadow, the sound and echo, the form and image, the color and reflection. With 'the maker's rage to order words' you have delicately wrought mosaic of two mingled worlds. You are the scientist, philosopher and child whose '... question is complete because it contains His utmost statement' and you have spoken only to such as will stay for an answer. Upon you, maker of questions, maker of magic in words, poet, we delight in conferring the degree of doctor of letters, honoris causa."

E. M. Ackerman, associate editor of Weekly Underwriter, is recuperating in a New York hospital from injuries to his leg. He was struck by a taxicab last week while returning home from work.

H. Clay Johnson, assistant U. S. manager and general counsel of the Royal-

Liverpool group, and Mrs. Johnson left last week on the Queen Mary for a seven week trip to England which will include the head office of the Royal-Liverpool companies.

Robert Preston, Providence, president Rhode Island Assn. of Insurance Agents, is bereaved by the death of his mother.

William M. Bray, field man in South Carolina for Fire Association, has now entered navy service. He went on duty just after helping to conduct an inspection at Dillon, S. C., in his capacity as president of South Carolina State Fire Prevention Assn. He is succeeded in that office by Paul R. Miller of American. Vice-president of the association is Herbert C. Rollins of Fidelity & Guaranty and secretary is William Ziegler of Home.

Edith Norton, secretary of Pacific Ins. Co. of Hawaii and office manager of Insurance Factors, Ltd., a Honolulu general agency, has returned after a visit to San Francisco and Los Angeles. She conferred with executives of American International Underwriters and officers of companies represented by her organization.

B. H. Roberts, who was recently elected assistant secretary of Fidelity & Guaranty, has been manager of the Chicago office since 1947. He started at the head office in 1930 and then entered field work in Ohio in 1938. Subsequently he transferred to Detroit and then after seeing service in the navy during the war he became state agent at Indianapolis. His next move was to Chicago.

Stewart Hopps, former head of the Rhode Island Ins. Co., and who is now identified as chairman of U. S. Marine & Foreign Securities Corp. of New York, figured in an unscheduled lion act at Palm Springs, Cal. Mr. Hopps was giving a birthday party for Mrs. Hopps with 200 guests, at Rogers Ranch Club. It was a circus costume party. A lioness got out of her cage and for 15 minutes wandered about the premises before being herded back into the cage by some of the guests. This made a story of some length and with pictures for the daily papers.

John C. Burmeister, who is a broker with headquarters in the Eliel & Loeb agency, Chicago, was reelected alderman in the 44th ward of his city in a run-off election Tuesday. He thus enters upon his second four-year term.

Suspends Pa. Insurer

Commissioner Leslie of Pennsylvania has suspended the entire business of General Mutual Fire & Reinsurance of Philadelphia. He has requested the attorney general to conduct a hearing to determine the further disposition of the company. This company dates from 1910. At Dec. 31, 1949, it reported assets of \$200,000 and premiums of \$264,000. John Markle was listed as secretary.

This company was originally known as McKean Grange Mutual Fire. In 1946 its charter was amended and the new name taken and in the same year all risks of the McKean company were transferred to Potter County Grange Mutual of Coudersport, Pa., and the charter was sold.

Loss Claim Made Under New Dwelling Form

A surprisingly small number of claims under personal property floaters and other inland marine forms have been reported so far as a result of the floods caused by heavy rains in New York and New Jersey area. At Paterson, N. J., the swollen Passaic and Saddle rivers seem to have limited their destructive power to uninsured property. In many areas property of those in the higher income brackets which is usually the type insured under a PPF was on ground high enough to escape damage.

One claim has been filed under a combined additional coverage endorsement which is the form made available by Chubb. This coverage includes collapse damage. Assured's claim was made for the loss of his fence which collapsed under the flood water's force.

Defense Rating Plan Moves Ahead Through D. C. Maze

The insurance advisory board met Thursday and Friday with Defense Department officials to consider the joint rating plan, insurance advisors' fees etc.

The plan was in process of clearance through military departments, has been cleared with companies and goes next to state commissioners.

Insurance Director Kane hopes for quick action on the group life, health, accident, hospitalization, and pension proposals with respect to defense contracts, with the rating plan disposed of.

Barnett Now General Agent

Henry C. Barnett, Alabama state agent of Hanover, has resigned to enter the general agency business in Alabama with offices in the Farm Security building, Montgomery.

\$175,000 Sets Record for L. A. Judgments

LOS ANGELES — Edward Fahnestock, 31, of Highland Park has been awarded a judgment of \$175,000 by a jury in the court of Superior Judge Praeger for the loss of the use of both hands in an accident that happened July 13, 1949. It is believed to be the largest sum awarded a single individual in the courts in Los Angeles.

Southern California Edison Co., and the Midland Construction Co., the defendants in the suit, were adjudged equally responsible. The plaintiff while installing a telephone cable on a pole for Pacific Telephone & Telegraph, testified that he reached for a guy wire to steady himself. An estimated 2,300 volts of electricity shot through his body from the guy wire and burned his hands to stumps.

The jury found that the power pole had been improperly installed by Midland in 1932 and improperly maintained by Southern California Edison since then.



THE NATIONAL UNDERWRITER

Published by THE NATIONAL UNDERWRITER CO., PUBLICATION OFFICE, 175 W. Jackson Blvd., Chicago 4, Ill., SUBSCRIPTION DEPT., 420 E. Fourth St., Cincinnati 2 Ohio
EDITORIAL DEPARTMENT: Managing Editor: Levering Cartwright, News Editor: F. A. Post, Associate Editor: R. B. Mitchell, Assistant Editors: Richard J. Thain, John C. Burridge.
OFFICERS: Howard J. Burrage, President, Louis H. Martin, Vice-President and Secretary, John Z. Herschede, Treasurer, 420 E. Fourth St., Cincinnati 2, Ohio.

BRANCH OFFICES IN KEY CITIES

ATLANTA 3, GA.—432 Hurt Bldg. Tel. Walnut 9801. Carl E. Weatherly, Jr., Southeastern Manager.

BOSTON 11, MASS.—210 Lincoln St. Tel. Liberty 2-1402. Wm. A. Scanlon, Vice-Pres.

CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2-2704. Teletype CG-654. O. E. Schwartz, Chicago Mgr., A. J. Wheeler, Resident Mgr., R. J. O'Brien, Advertising Mgr.

CINCINNATI 2, OHIO—420 E. Fourth St. Tel. Parkway 2140. George C. Roeding, Asso-

ciate Manager; George E. Woalgemuth, News Editor; Arthur W. Riggs, Statistician.

DALLAS 1, TEXAS—708 Employers Insurance Bldg., Tel. Prospect 1127. Roy H. Lang, Southwestern Manager.

DES MOINES 12, IOWA—3333 Grand Ave., Tel. 7-4677. E. J. Chapman, Resident Manager.

DETROIT 26, MICH.—413 Lafayette Bldg. Tel. Woodward 3-2826. A. J. Edwards, Resident Manager.

KANSAS CITY 6, MO.—606 Columbia Bank Bldg. Tel. Victor 9157. William J. Geasing, Resident Manager.

MINNEAPOLIS 2, MINN.—558 Northwestern Bank Bldg. Tel. Main 5417. R. W. Landstrom, Resident Manager.

NEW YORK 7, N. Y.—99 John St. Room 1103. Tel. Beekman 3-2958. Editorial Dept.—Eastern Editor: Kenneth O. Force; Assistant Editor: Thomas J. Gartland.

Business Dept. — Ralph E. Richman, Vice-Pres.; J. T. Curtin, Resident Manager.

PHILADELPHIA 9, PA.—123 S. Broad Street, Room 1127. Tel. Pennypacker 5-3706. E. H. Fredrikson, Resident Manager.

PITTSBURGH 22, PA.—503 Columbia Bldg. Tel. Court 2494. Jack Verde Stroup, Resident Manager.

SAN FRANCISCO 4, CAL.—507 Flatiron Bldg., Tel. EXbrook 2-3054. F. W. Bland, Pacific Coast Manager, John E. Caughman, Pacific Coast Editor.

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DEATHS

MARSHALL A. WOODMAN, 79, who at the time of his retirement from Royal-Liverpool in 1937 was superintendent of the east and northeastern loss department, died at Amityville, L. I.

Joining the group in 1889 as a map clerk, Mr. Woodman served as assistant examiner, underwriter and special agent in the suburban field, but most of his experience was in the loss department. He was especially well known as a yachtsman.

FRANCIS R. CUMMINGS, 31, claim adjuster for the Loyalty group and previous to last August with Continental Casualty, died at a Milwaukee hospital of peritonitis following an operation for a ruptured appendix. He was graduated from Marquette University law school after serving with the army air force in Europe.

ANDREW J. SMITH, 68, chief marine surveyor of Marine Office of America, died at Glen Cove, L. I. He had been with the office since 1916.

FRED A. SPEAR, president of Spear & Co., Inc., insurance general agents of Los Angeles and San Francisco, died Tuesday at St. John's hospital, Santa Monica. He first entered the business in 1917 with Northwestern National, and in the early '20s became a partner in the firm of Labry, Harris & Watson, which later became Harris & Spear. In 1932, on the death of Mr. Harris, Spear & Co. became successor to the other firm. For a number of years Spear & Co. were Pacific coast managers for Ohio Farmers. During the past year Ohio Farmers established its own Pacific Coast department. Charles E. Spear, son of Mr. Spear, is assistant Pacific Coast manager of Ohio Farmers.

MARK O. DUBACH, who was connected with the local agency of his brother at Kansas City, known as Ken Dubach & Co., was one of the officers on the air force C-124 plane that was reported missing over the Atlantic on March 23. He was a captain in the 442 troop carrier wing, a reserve unit that was recently based at the Olathe naval air station. He graduated from University of Kansas in 1935 and had been with his brother's local agency since returning from army service in the last war.

LEVIN RANK, 60, president of General Transportation Casualty & Surety of New York, died in Temple hospital at Philadelphia. He was president of the Parmelee Taxicab System

1934 to 1940 and had been with that organization many years. General Transportation is affiliated with Parmelee.

WILLIAM T. BURWELL, 67, Oakland, Cal., manager of General Adjustment Bureau, died. He started with G.A.B. at Seattle and in 1939 was transferred to Oakland.

ROBERT J. SCHAEGERES, 57, of the statistical department of Fidelity & Casualty, died at his home in Tarrytown, N. Y.

ALBERT B. HANCOCK, 71, Madison, supervisor for southern Wisconsin of Woodmen Accident, died there after a brief illness. He was active in Madison Assn. of A. & H. Underwriters.

MRS. JOSEPH A. MAVON, wife of Joseph A. Mavon, retired vice-president of Glen Falls, who died last year, passed away at Vero Beach, Fla. Her late husband was the brother of G. A. Mavon, Chicago general agent.

Miami Beach Problem Weighed

MIAMI—Miami Beach, where last October's hurricane inflicted heavy damage, was the scene last week of an informal meeting of executives representing several companies which underwrite windstorm coverage.

Registered at the ocean-front Golden Strand hotel were A. E. Strudwick, president A. E. Strudwick Co., Minneapolis; London Lloyds reinsurance broker; Walter Welsh, president Harford Mutual, Bel Air, Md.; Walter Norelius, secretary Tri-State Mutual, Luverne, Minn.; A. W. Nygaard, president Implement Dealers Mutual, Grand Forks, N. D.; and Gordon Davis, Chicago, manager Mutual Loss Research Bureau.

The chief item of concern at this gathering, which preceded the S.E.U.A. gathering at Savannah, was the setting of rates which would allow a reasonable profit on windstorm insurance. The hurricane last autumn wiped out probable underwriting profit for two years in the future, it was stated.

Daley to Home Office

Camden Fire is transferring Russ Daley, special agent in Connecticut for three years, to the local department at the home office. He will be replaced by Gordon L. Wallace as special agent for Connecticut and western Massachusetts. Mr. Wallace began with Camden in 1926 but left in 1941. For five years he was in the local agency field in the Philadelphia area.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago
April 3, 1951

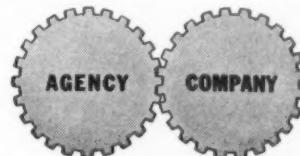
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Aetna Casualty	3.00*	91	93
Aetna Fire	2.25*	53	54 1/2
Aetna Life	2.50*	68	70
American Alliance	1.50*	28	30
American Auto	2.00	42	45
Am. Equitable	1.50	24 1/2	26
American (N. J.)	1.00	20 1/2	21 1/2
American Surety	3.00	54 1/2	56 1/2
Boston	2.65*	54	56
Camden Fire	1.15*	22	23
Continental Casualty	2.50*	65	66 1/2
Fire Association	2.60	58	60
Fireman's Fund	1.60	51	53
Firemen's (N. J.) .....	.70	20 1/2	21 1/2
Glen Falls	2.30*	52 1/2	54
Globe & Republic .....	.80	12	13
Great American Fire	1.50*	33	34 1/2
Hanover Fire	1.60	31 1/2	33
Hartford Fire	3.00*	126	128
Home (N. Y.)	1.80	35	36
Ins. Co. of North Am.	5.50*	130	132
Maryland Casualty .....	.80	19 1/2	20 1/2
Mass. Bonding	1.60	26 1/2	27 1/2
National Casualty	1.50*	33	35
National Fire	2.50*	59	61
National Union	1.60	33	35
New Amsterdam Cas.	1.50	34	35 1/2
New Hampshire	2.20	38	40
North River	1.20	26	28
Ohio Casualty .....	.80	54	56
Phoenix, Conn.	3.00*	76	78
Preferred Accident		1 1/2	2
Prov. Wash.	1.50*	29	30
St. Paul F. & M.	3.00	126	130
Security, Conn.	1.60	34	35 1/2
Springfield F. & M.	2.00	44	45 1/2
Standard Accident	1.60	34	35 1/2
Travelers	14.00*	585	595
U. S. F. & G.	2.00	50	52
U. S. Fire	2.40	67	69

*Includes extras.

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It takes a progressive Agency wheel closely meshed with an experienced Company wheel to move an agency forward to ever greater success.



The Commercial Union-Ocean Group of seven Fire and two Casualty companies takes great pride in the many cases of long established agency representation, continuing through several generations of consecutive ownership, that have found our companies to be unusually understanding of agency problems and their solution. Long experience, integrity, financial strength, and constructive helpfulness are keystones of our enduring agency relationships.

We welcome your inquiry about the advantages of Gearing your Agency for Progress with the companies of our Group.

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SURPLUS .. \$ 545,639
DEC. 31, 1949
ASSETS .. \$1,123,084
SURPLUS .. \$ 505,867
DEC. 31, 1948
ASSETS .. \$346,797
SURPLUS .. 346,243

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 To handle "RETROPLAN" and "BANCURANCE" contracts—outstanding time-tested plans for Bank, Finance and Loan Company Auto Physical Damage Insurance. Representatives now earn upwards of \$10,000 per year on commission basis. If you can qualify by financing yourself or as "ADDITIONAL REPRESENTATION" write us today.

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 One of the features of American insurance is that the Agent who sells Service, Safety and Security is always "a good man to know!"

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Saskatchewan Government Insurance Spokesman and H. E. Curry Trade Views

H. E. Curry's recent Chicago talk on socialistic developments in Saskatchewan apparently caused something of a stir in that province and elicited a letter of complaint to Mr. Curry from G. R. Bothwell, director of advertising and publicity of Saskatchewan Government Insurance Office. Mr. Curry, who is actuary of State Farm Mutual Automobile, has replied at length and stands his ground. His talk was reported in THE NATIONAL UNDERWRITER of Feb. 22 and it was this report that started this exchange of correspondence which THE NATIONAL UNDERWRITER is reproducing below. Mr. Curry accompanied to Saskatchewan the North Dakota legislative committee that was studying compulsory auto insurance and the socialistic insurance schemes of that province. That committee reported unfavorably on these matters and the North Dakota legislature did no more than to amend its unsatisfied judgment law to cover cases of hit and run drivers.

N. D. Committee Observer Stands by His Guns

Your March 15 letter adds to my mental confusion concerning the true facts regarding your Saskatchewan insurance operation.

I accompanied the North Dakota committee in order to get an accurate, first-hand picture of actual operations. When I left Regina, I thought I had a good basic picture although there were many worthwhile details that I did not secure. When the North Dakota report came out I compared it with my notes and found them in substantial agreement. Then I began receiving, for which I thank you, your publicity releases on the North Dakota report taking exception to many of their assertions. As a result I decided then to return to Saskatchewan this coming summer, at my personal expense, and spend such additional time as is necessary to get a complete picture after which I plan to assemble all the data in a purely factual report and which I hope will be free of political bias or business prejudice. I hope to have your cooperation in assembling these data.

Off the Cuff Discussion

Now in regard to my Chicago discussion. This was not a prepared speech but an "off the cuff" discussion with a small group of insurance industry men. A substantial part of the time was spent in answering questions which, of course, cannot be covered in detail in a newspaper report.

Since some of the assertions made in your March 15 letter directly contradict representations made to the North Dakota committee, by Saskatchewan Government officials and others, I feel compelled to give you my side of the story.

I acknowledge, and did so state, that an "annual report" of each Crown corporation is filed with the legislature but I stated further that the intimate details of operation are not contained therein. In your insurance operation I pointed out that such annual report contained essentially a recitation of assets and liabilities, income and disbursements but did not contain a display of your statistical experience by classification, territory or coverage, such as we United States companies are required to file annually and hence it was difficult to ascertain the developed loss experience on individual classifications or coverages. I recall the difficulties Mr. Bailey, (Arthur Bailey, casualty actuary of New York department who accompanied North Dakota committee) encountered in securing adequate information on these points and cite your own 1950 annual report as evidence of the accuracy of my general statement.

The reference to your bus operations was based on a reply made by one of your Saskatchewan government officials to a question asked by a member of the North Dakota committee. The reply

(CONTINUED ON PAGE 39)

Canadian PR Man Takes U. S. Actuary To Task

A copy of THE NATIONAL UNDERWRITER for Feb. 22, 1951, has been received, and we have read with a great deal of interest a report of a speech made by you in Chicago.

Whether you were quoted correctly or not is not known, but it is felt that some inaccuracies in the report should be brought to your attention.

In the sixth paragraph you are quoted as saying "these various public businesses are required to file reports merely with the cabinet members and not for public inspection." The facts are: Annual reports of all Government Crown Corporations and departments are presented at each session of the legislature. These reports are tabled so that all members of the legislature receive copies. The reports of the Crown Corporations are subject to scrutiny during the meetings of the Crown Corporations committee of the legislature. This committee is made up of members of various political parties.

The press is supplied with copies of all reports and attends all meetings where these reports are discussed. This office by means of advertising makes known to the public the contents of our annual reports.

When you were here you were supplied with a copy of our last annual report and I am now sending you the latest reports which were just recently tabled in the legislature.

Open for Public Scrutiny

Thus every effort is made to acquaint the public with the activities of the Crown Corporations and the reports are open for public inspection.

Your information in paragraph seven regarding the bus operations and "candy-vending machines" is of course inaccurate. The bus company has made profits on bus service!

Your story regarding the box factory in paragraph seven was also erroneous. The box factory is now making profits and employs a larger number of workers than when the government took it over, because the owner—a man—defied the law. The argument "that it was against public policy for so many employees to lose their jobs" was not used.

In paragraph eight you talked about the leather products plant. This was closed in 1949.

In paragraph ten you are reported as saying: "The only reason for the exception (not going into life insurance) is that the government needs the life insurance company market for placing of provincial securities." That of course is not the reason!

Your information in paragraph twelve is far off the beam. You say "For instance, the co-operative act was amended to require that co-ops carry insurance. Thus these co-ops that had been purchasing insurance from private insurance now have to buy it from the govern-

(CONTINUED ON PAGE 38)

O. L. & T. Rates Are Revised in 13 Bureau Territories

National Bureau of Casualty Underwriters has announced revisions of bodily injury liability rates for a large number of important owners', landlords' and tenants' classifications effective April 2 in California, Connecticut, District of Columbia, Florida, Illinois, Indiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, New Jersey and Ohio. The revisions are the result of a review of recent experience presently being made in all states.

Classifications affected are those rated on an area and frontage basis, including stores, hotels, churches, hospitals, clubs, restaurants, apartments and tenements, boarding or rooming houses and mercantile and office buildings. The changes in rates are not uniform by rate territory within each state nor by classification within each rate territory, but reflect as far as possible experience incurred for each classification and territory. The average percentage change in each state for all classifications affected are:

Calif.	+30.4%	Mass.	+34.2%
Conn.	+24.3	Mich.	+ 5.1
D. of C.	+47.8	Minn.	+22.4
Florida ..	+25.5	Mo.	-10.4
Illinois ..	+28.2	N. J.	+26.1
Indiana ..	+18.3	Ohio	+20.3
Maryland ..	+17.0		

For this form of coverage the exposure for premium computation is on a fixed basis (area and frontage) and does not increase automatically with inflation, although the losses incurred and many company expenses are adversely affected by inflationary conditions. The rates for this line were last revised in July, 1949. Experience since that time reflects the effect of inflation in substantially increasing losses.

Compulsory Hospital Plan Losses Bring Political Crisis in British Columbia

Mounting losses in British Columbia's compulsory hospitalization insurance plan, plus increases in premium rates ranging to \$9, have created a split in the ranks of the province's coalition government. Party members are leaving party seats and are declaring themselves independents.

This crisis is the direct result of a decision on the part of the government to jack up compulsory premium rates to help offset operational costs of the insurance program, now estimated to run around \$3 million a year.

The premiums have been upped from \$33 to \$42 yearly for families, while those for single persons have advanced from \$24 to \$33. In addition, patients will have to pay \$2 to \$3.50 a day for the first 10 days in hospital.

Clarify \$15,000 Limit

A bill has been introduced in the Illinois legislature to make clear that the total amount that can be recovered under the Illinois drum shop law, arising out of any one occurrence, is \$15,000. This was generally believed to be the purpose of the amendment that was enacted in 1949 but questions have arisen in some of the courts and so this bill would spell out that the limitation applies in the aggregate to all types of causes of action, that it is the aggregate of all types and kinds of injuries.

Jarvis Leaves Detroit Post

Windle F. Jarvis, who has been secretary-manager of Detroit Assn. of Insurance Agents for the past four years, is leaving that city to become located at Albuquerque, N. M.

H. Phelps Smith New President of Surety Bond Producers Assn.

Houston Gathering Hears of War Economy's Effect on Business

H. Phelps Smith, Nashville, was elected president of National Assn. of Surety Bond Producers at its annual meeting at Hotel Shamrock, Houston, Tex. He succeeds C. W. Olson, Jr., Chicago. S. Hammond Story, Atlanta, was elected 1st vice-president; Carl Dauksch, Columbus, O., 2nd vice-president; A. L. Carr, New York City, 3rd vice-president, and James McKee, Nashville, secretary-treasurer. Mr. Smith has been secretary for a number of years.

Elected to the executive committee were Ted C. Field, III, St. Paul; James J. Lucy, New York City; C. H. Ritter, Denver; Henry C. Young, Washington; H. F. Warner, Kansas City; Robert L. Cobb, Minneapolis; Morris Moughon, Nashville; Erlon M. Dunlap, Auburn, Me.; Travis Bailey, San Antonio; William Ames, Jr., San Francisco; William R. Phillips, Birmingham; Jack East, Little Rock.

150 in Attendance

Three summations on construction problems and contract bonds featured the opening session, attended by 150 persons. Following a welcome by Gus S. Wortham, president of American General, Martin W. Lewis, general manager Surety Assn. of America, spoke on "Defense Program and Its Relationship to the Surety Business"; Howard Tellepsen, president, Tellepsen Construction Co., Houston, discussed "Inter-Relation Between Contractor and Surety Bond Agent," and Edward H. Cushman, Philadelphia attorney, talked on "The Project—the Credit Man and Security." Mr. Lewis' talk was reviewed last week.

"The advantages of a surety bond to the owner or lender as well as to suppliers of labor and material if the contractor over extends himself or is involved with a sharp rise in price or finds himself subjected to a shortage of either skilled mechanics or critical materials," said Mr. Cushman, "are of urgent importance during the current defense period."

"The delays incident to the awards of contracts and also delays attendant upon the prosecution of contracts are inevitable where the bond provision is waived," he added.

The bonding of supply as well as construction contracts within the continental United States was strongly urged by Mr. Cushman. He recommended that the sureties give financial assistance to the contractor when in difficulty; furnish technical aid to the contractor, and also publicize their own share in the nation's defense contract program.

Asks Better Relations

Seven recommendations were offered by Mr. Tellepsen in order to achieve better relations between the contractor and his surety bond agent. These were:

(CONTINUED ON PAGE 40)

Pave Way for F. & G. to Be Merged Into U. S. F. & G.

The directors of U. S. F. & G. and Fidelity & Guaranty have approved in principle a proposal to merge F. & G. Insurance Corporation into U. S. F. & G. submitted to the directors of both companies and if approved by such boards separately submitted to the stockholders of the two companies.

In a letter to the stockholders of U. S. F. & G. from President E. Asbury Davis and to F. & G. stockholders from President Harry Ogden, it is recalled that F. & G. was organized in 1928, and all but 7,636 shares of the 200,000 shares of F. & G. are now owned by U. S. F. & G. It is contemplated that these shares of F. & G. will be exchanged for U. S. F. & G. shares. Independent appraisers will be employed to obtain an analysis of the proper ratio of such exchange. Formal agreement of merger will as soon as practicable be separately submitted to the stockholders of the two companies.

It was stated that the many advantages to be derived from merger of the

two companies have long been recognized but union had to be put off until the states amended their laws to permit multiple underwriting. Even now there remain a few states where these powers cannot be exercised.

It was also said that much detail is involved and must be planned and charted before the merger agreement is complete and presented to the boards of the two companies, and that it will probably be the latter part of the year before the merger can be consummated.

Mr. Davis said that among the reasons for the merger are greater efficiency and economy of operation, and that most F. & G. agents are the agents of U. S. F. & G. Moreover, he said, the premium volume of the F. & G. has increased to a point where it could become out of line with its capital structure, and with the added weight of the U. S. F. & G.'s much larger capital structure should bring about greater freedom in expanding the volume of premiums from fire insurance and allied lines.

The statement giving effect to the consolidation of the operating statements of the two companies for 1950 shows net premiums written of \$124,547,000 and net premiums earned \$120,322,000. Net profit from operations of U. S. F. & G., according to the report, was \$6,756,000, and of F. & G. \$1,270,000. Under the

projected consolidation the capital would remain at \$14 million with surplus \$41,629,000, and voluntary reserve \$13,459,000. Assets become \$217,953,192.

Scan Pleasure Use Coverage in the New Garage Policy

K. W. Evans, vice-president of Universal Underwriters Ins. Co. of Kansas City, writes the following criticism of the article in the March 15 edition dealing with the new garage liability policy:

The writer was very much concerned to read the article on page 29 of your March 15 edition entitled "Garage Liability Change on Family Use of Cars."

It is the writer's belief that the article was untrue in part and certainly misleading, and the writer will attempt to explain just what he means by this. Will also ask you to be good enough to print another article giving it equal prominence outlining the point of view that I will set forth in this letter which is the interpretation of the new garage liability coverage regarding family use,

of the National Bureau of Casualty Underwriters.

First of all, I would like to say that the article is wrong wherein it states that the policy now specifically covers automobiles which are owned by the garage which are used . . . even exclusively by members of the proprietor's or partners' families for personal or pleasure purposes. This is not true. You also state in this article that the policy clearly covers pleasure use . . . even though it may be only occasionally and perhaps never used in the garage business. The article further goes on to indicate that the only important question is whether or not the automobile is registered in the name of the automobile dealer or in the name of the named insured, and the purchase entered on the books of the garage.

Not only are such statements improper, in the opinion of the writer, but will tend to cause unfair competition among various companies writing this coverage. It is the position of our company that we wish to interpret the policy conditions fairly and accurately and abide by the Manual rules and the rules of the National Bureau of Casualty Underwriters and we intend to sell garage liability policies on that basis. Such interpretation is at variance with statements made in your article.

Cites "Principal" Use

It is our position that the only change made regarding personal use has been to remove the wording in the policy prior to the recent change regarding principal use in the insured's business of the automobile to be covered for pleasure use. The words "used principally" have been removed and now the policy merely requires that the vehicle be used in the business of the insured. That is the important point, there must be some use of the vehicle in the business to qualify the particular vehicle for pleasure use coverage. It is not merely a question of ownership of the car. It is still a question of use and ownership in the insured's business.

In the event an automobile dealer, for example, purchases an automobile solely for the personal use of a member of his family with no intention to ever use such vehicle in the garage business, then such vehicle must be separately insured. The new manual rule in this connection is quite clear. The new manual rule states that the policy covers occasional use for other business purposes of: (1) any automobile owned by or in charge of the named insured and used principally in the above defined operations and; (2) any automobile owned by the named insured in connection with the above defined operations for the use of the named insured, partners therein, an executive officer thereof, or a member of the household of any such person. As further support for this position, the writer wishes to advise you that the National Bureau of Casualty Underwriters under date of Feb. 20, 1951, has stated that it was decided to provide for the pleasure use coverage so long as the automobile owned by the named insured was used in connection with the business of the garage.

The way your article of March 15 was worded could be used by salesmen or agents to point out to prospects that they had full coverage for any automobile just as long as it was owned by the insured or registered in the name of the insured and the car would be covered even though used exclusively for personal and family use. That is the trouble with your article, for it can cause unfair and improper competition and we think that in the best interest of the industry, that another article should be published explaining this situation according to the interpretation of the National Bureau.

Employers Group Move

The western department of the Employers group at Chicago is preparing to move into its new quarters at 30 East Adams street on April 27 and there will probably be an official opening and house warming May 1.



ONE OF 142 Quality Checks

An important reason for freedom from bubbles in finished safety glass is the application of an even temperature and pressure when the glass-and-plastic sandwich is laminated.

That's why our Quality Control No. 106 (see instrument panel at left, above) calls for a careful check of the exact time-length, temperature range and pressure employed in the autoclave. That's where we apply an evenly-distributed hydraulic pressure to the sheets that form the finished sandwich, later to become Libbey-Owens-Ford Safety Plate Glass.

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There are two grades of Safety Glass—one made of polished plate glass, the other of sheet or ordinary window glass. Claim agents who are on their toes when honoring broken glass claims always specify Safety Plate Glass and look for the L-O-F identifying stencil on each light supplied. That assures the policyholder and your company of getting full value.

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Travelers Prints Two Million 1950 Accident Booklets

In its 1950 automobile accident statistical booklet, "R. I. P." (for "rest in pieces"), Travelers reports that automobile accident injuries and deaths took a sharp upward turn—the death toll being 35,500 and injuries 1,799,800.

This is the 17th in the annual series of street and highway traffic safety booklets issued by Travelers.

Among specific causes of death and injuries, excessive speed is the leader. Travelers estimates that 13,300 lives were lost as a result of speed in 1950 and 475,500 injuries were caused.

The book is illustrated with cartoons by Virgil F. Partch, and there are statistical tables on all phases of traffic accidents.

Last year Travelers printed 1½ million copies of these safety booklets, and demand exceeded supply. This year the printing has been increased to two million.

O. T. Hogan, president of United of Chicago, and Mrs. Hogan are at Los

Angeles for two or three weeks. For Mr. Hogan this is a combination business and vacation trip.

Idaho Enacts Delicate Casualty Rating Law

The Idaho legislature has now enacted what is termed a casualty rating bill. This was the only state that did not have such legislation. In an abstract of legislation, however, the insurance department characterizes this as being a casualty rating bill "without any regulation." There is no money appropriated to enforce the law and it simply provides that every two years the commissioner shall determine whether competition exists in the casualty line and if he finds that there is such competition then there need be no rate filing or other regulation of rates.

There were a large number of bills enacted in Idaho. One provides for multiple line underwriting. The surplus line brokers act was amended to tighten up the regulations under it.

The men's club of Hartford Fire and Hartford Accident has elected William F. Downs president. Andrew Milligan is vice-president; Frederick E. Castro, secretary; John Newlands, treasurer.

PASSAGE NOT EXPECTED

Mass. Legislative Committee Supports Standard Auto Rate

The Massachusetts legislative committee on insurance has filed a report favoring a standard rate throughout the state for automobile liability insurance. As the committee was filing its report, Representative Ganavan, Democrat, Revere, who sponsored the uniform rate referendum last year, staged an unsuccessful battle for a special legislative investigation into insurance company expenditures to defeat his referendum. The bill has little chance of passage because Republican members of the committee dissented from the committee report.

At the same time, the third annual legislative battle over a monopolistic state fund for cash benefit disability coverage was shaping up as the legislative committee on labor and industries rendered a favorable report on the labor unions' bill in the house. The bill is essentially the same bill as that rejected

in the house last year. It has the support of both AFL and CIO unions.

Health Plan Study Delay

WASHINGTON — Senator Lehman, New York, chairman of the subcommittee on health, submitted a progress report to the Senate on the committee's study of voluntary health plans. This had to be done before the March 31 deadline fixed by the resolution authorizing the study. The main report is still in the draft stage.

Receipt of material called for in the study had been delayed and after a draft report had been prepared it was submitted to life insurance organizations, Blue Cross, Blue Shield, and others co-operating in the survey, for comment and suggestions.

Some of these comments have been received, while others are awaited. The committee staff has not had time to review comments and suggestions with a view to possible changes in the draft report, it was stated. Hence the final report will be delayed for a month or six weeks, it was said after the health committee met last week.

Dr. Dean A. Clark, staff chief of the health subcommittee, says the information that group has assembled through cooperation of insurance companies, health insurance interests, etc., "represents the most comprehensive collection of data on medical-care insurance available in the U. S."

Dr. Clark says the medical-care report was submitted in mid-March to insurance companies, Blue Cross, Blue Shield, American Public Health Assn., American Hospital Assn., Cooperative Health Federation, social security administration, public health service, labor and other organizations.

He will review comments from these organizations and prepare a "revised and interpretative" report for submission to the Senate by May 25.

Study Conn. Death Limit

HARTFORD — The Connecticut legislature judiciary committee was told that any increase in the amount of damages allowed in death cases would increase the rates of liability insurance. The committee has before it several proposals to increase the death damages beyond the present \$20,000 limit. One would lift it to \$50,000.

Representatives of bus and train companies and casualty insurance people agreed that Connecticut now has the highest death damage limit in the country, and that any further increase would mean higher rates.

One speaker argued that the limit should be left to the judge, while another said that damages should be based on the loss to the next of kin, instead of a flat sum.

Safety Work Required

The Montana legislature has passed a bill requiring workmen's compensation insurers to dedicate at least 1% of their Montana compensation premiums to loss prevention work. Most companies, of course, customarily spend more than that for this purpose.

New V.-P. of General



Robert L. Braddock

Robert L. Braddock, who has joined General Reinsurance and been elected a vice-president, is a former Travelers man. For the past three years he was in charge of casualty underwriting at New York for Travelers and previously had handled underwriting assignments in Philadelphia, Cleveland, Toledo, Indianapolis and Oklahoma City.

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Auto (Multiple Cover)
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Plate Glass



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Company writing
business through
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brokers only



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Aetna
Aer-
Allied
Allstat
Am. A
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Anchor
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Cas. Inc
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Chgo. I
Chgo. M
Chgo. M
Citizens
Citizens

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ILLINOIS 1950 DIRECT CASUALTY WRITINGS AND NET LOSSES INCURRED

	Total Premiums and Losses \$	Work. Comp. Premiums and Losses \$	Other Liab. Premiums and Losses \$	Auto. Liab. Premiums and Losses \$	Auto. P.D.L. Premiums and Losses \$	Fidel. Premiums and Losses \$	Surety Premiums and Losses \$	Glass Premiums and Losses \$	Burg. Theft Premiums and Losses \$		Total Premiums and Losses \$	Work. Comp. Premiums and Losses \$	Other Liab. Premiums and Losses \$	Auto. Liab. Premiums and Losses \$	Auto. P.D.L. Premiums and Losses \$	Fidel. Premiums and Losses \$	Surety Premiums and Losses \$	Glass Premiums and Losses \$	Burg. Theft Premiums and Losses \$
Acc. & Cas.	1,030,158	199,236	69,018	356,275	162,824	13,312	5,191	13,625	57,844	Columbia Cas.	445,047	111,799	40,652	68,986	37,438	39,635	26,010	10,581	17,181
575,833	114,563	21,617	121,424	144,938	—3,059	332	6,037	26,600		104,933	30,478	3,116	18,649	2,787	—3,484	4,428	9,639		
Aetna Cas.	5,173,141	1,238,467	606,720	1,527,229	749,696	119,673	459,639	89,937	241,723	Commer. Cas.	1,775,979	63,406	18,570	27,896	288,514	19,001	8,494	61,798	54,321
2,250,559	767,293	133,881	693,067	386,216	37,779	55,145	25,544	88,429		834,126	44,342	53,620	278,422	128,553	—2,669	654	53,671	18,017	
Aer.-Auto Ex.	256,007			129,222	62,668					Commer. Std.	118,711	45,017	3,740	26,905	18,584				
108,393			43,908	36,906							34,532	16,805	1,180	—2,168	5,038		264	36	
Allied M. Cas.	1,643		132	655	382					Conn. Indem.	222,808		6,612	46,057	26,507		2,140	3,832	
											147,339		1,043	28,636	11,369		988	1,393	
Allstate	10,579,614			4,834,487	2,046,374				123	Consol. Und.	906,162	284,791	17,153	264,919	115,027				
4,027,577				5,130,150	1,108,810						430,044		59,096	136,043	73,266				
Am. Agricult.	12,150			10,500						Cont. Cas.	12,276,608	1,446,123	701,469	1,904,308	913,613	212,495	370,611	184,990	368,338
				5,720	3,615					Cont., N. Y.	5,250,335	259,203	280,779	921,749	431,570	93,470	—14,662	70,154	151,058
Am. Alliance	689,745			135	1,001						1,293,644			145	57				
206,222										Cook Co. Fmrs.	159,935		3,840	38,726	26,978				
Am. Auto.	4,868,911	723,298	354,381	2,388,901	1,067,917	45,472	21,049	117,038	188,631		78,123		222	24,881	18,455				
2,512,364	376,711	142,720	1,348,902	519,374	13,175		29,665	69,858		Country M. C.	11,109,013		508,623	2,262,963	1,511,447		6,930		
Am. Bonding	320,368		2,525			72,234	95,976	20,185	58,008		6,113,904		207,862	1,425,406	1,094,808				
										Detroit F. & M.	324,296			751	455				
Am. Bowlers	35,340	35,340									118,081				58				
	2,395	2,395								Eagle Fire	38,075		142	2,626	1,546			63	407
Am. Cas.	1,740,408	293,144	134,706	538,180	255,196	32,167	45,255	25,267	83,690		22,549	17	5,000	2,410	241			6	100
746,408	759	7,226	25,177	121,406	40,782	34	2,635	4,352	24,105	Econ. Auto.	2,248,334		9,769	843,266	495,111			102	
Am. Empl.	915,088	202,236	86,702	272,435	29,436	22,319	36,297	20,476	45,085		677,006		—90	274,527	87,846			20	
337,458	89,804	26,565	127,402	54,562	600	2,514	7,203	16,860		Elec. M. Liab.	67,996		16,401	7,582	3,746				
Am. Fmrs.	340,829	26,834	8,185	97,870	30,327				503		15,092	18,488	75	1,107	1,422				
										Emmeo Cas.	—45,739	—70	—2,775	—39,895	—2,282	—26			
Am. F. & C.	1,081,488		29,378	746,693	276,109					Empl. Cas.	123,592	16,185	3,030	38,200	25,117		949	349	
	324,060	2,380	205,195	115,928	507,368			44	50,027		52,902	13,856	1,145	7,262	15,314		277		
Am. G. & L.	326,064	15,028	872	1,030	902					Empl. Fire	408,617			41	21			21	
56,361	—1,080	412			—614	20,591		93	2,742		166,918								
Am. Indem.	584,292		63,529	151,673	92,276	1,022	787	124,132	42,379	Empl. Liab.	1,781,625	617,030	224,494	339,262	190,399	40,485	16,847	36,620	96,406
213,352		26,209	61,194	40,782	34		38,812	20,898			871,873	344,989	104,031	243,403	96,580	6,525	2,369	10,888	22,917
American, N. J.	4,802,828		18,043	51,831	30,620			2,706	5,950	Empl. M. Cas.	1,569,095	541,265	81,772	491,567	251,352	25	792	2,458	3,851
1,748,886	10,693	556	10,894	49,606	1,496			2,706	5,950		698,736	30,432	18,611	130,171	123,834				
Am. Motorists.	1,277,016	541,742	61,204	187,926	89,803	5,600	16,763	2,806	7,687	Empl. M. Liab.	4,055,065	2,713,902	414,378	286,113	163,615			375	385
577,823	261,873	29,127	79,215	52,457	30,820	—115	2,523	1,428			267,925	1,437,150	129,018	174,828	88,303	—21,976		40,762	
Am. Mut. Liab.	1,909,589	1,432,391	105,002	135,488	53,556	9,072	100	2,121	13,590	Empl. Reins.	1,394,735	127,114	79,907	781,607	35,837	41,711	71,229	3,590	45,634
1,079,212	611,928	100,611	65,993	75,262	25,743			177	4,221		770,817	1,158	—10,137	710,471	—3,380	17,038	3,664		15,460
Am. Natl. Fire.	306,573			2,883	1,646					Equity Mut.	118,459	46,633	4,769	24,961	12,690		15,860	141	
215,660			36	354							56,882	17,883	10,106	23,241	4,683		—721	124	
Am. Pchldrs.	236,315	26	2,685	12	9					Excess	182,508	—17,056	5,020	138,001	977	48,285	1,016	438	4,106
	197,385	8	989	9	165					Ex. Ins. Assn.	55,056	12,722	—2,050	30,484		11,777	2,123		
Am. Reins.	374,783	96,828	96,790	72,777	14,391	105,472	112,073	757	9,241		748,676		90,708	229,583	140,474				
194,332	25,493	23,217	72,810	1,750	2,942	8,402			1,142		257,705		9,089	112,394	52,710				
Am. States	1,765,932	239,047	83,560	587,649	291,704	13,340	4,489	11,798	36,471	Fac. Mut. Liab.	190,709		1,681	80,135	38,093				4,028
360,699	65,687	11,237	187,549	141,331	700	—150		5,738	14,745		80,675		48,644					1,127	
Am. Surety	1,373,322	130,326	119,358	210,716	107,973	207,342	119,329	21,331	52,484	Fmrs. Auto., Ill.	2,351,784		3,226	735,531	402,993				
309,840	102,711	—164,756	213,028	70,327	62,456	264	8,998	15,935			1,110,092		356	342,308	241,467				
Anchor Cas.	399,236	36,171	14,769	151,097	69,618	264	714	12,417	13,751	Federal, N. J.	1,469,243			2,737	1,235				
	234,017	6,506	884	105,843	52,099		—300	4,384	6,698		420,064		—118	100	288				
Arex Indem.	14,978	5,918	3,067	1,023	462				1,802	Fed. M. Impl. Hdw.	5,783	515	225	953	480			42	
	3,918	2,897	120	100	—243				1,044		18,670	822	—3	4	66				
Assoc. Indem.	126,061	119,702	3,343	6	1				—126	F. & C.	7,604,577	1,730,328	501,519	1,785,258	863,738	100,627	150,933	134,833	304,400
	33,262	30,646	3,595								2,995,852	891,970	151,171	920,716	509,697	16,596	3,740	58,582	143,593
Atlantic	6,423		1,244	2,229						F. & D.	1,239,325		4,424			324,700	672,801	16,027	73,930
	4,499		547	1,547							167,067		129			16,790	7,069	19,293	70,767
Atlantic Mut.	409,470	1,577	225	2,918	1,350			60	312	Fidelity Mut.	48,774			15,445	9,644				
	110,106	585		2,451	2,405						26,843			12,659	5,050				
Auto Club, Mo.	292,406		124,566	48,321						Fidelity-Phenix	3,031,792			15					
	82,594		21,471	23,750							980,235								
Auto Owners	160,514	134,174	30,610	109,837	63,100			5,706	10,302	Fire'n's Fd. Ind.	1,229,654	211,301	120,859	421,068	194,062	17,916	139,835	24,036	43,750
Bankers Indem.	1,280,896	269,452	183,246	437,837	203,161	781		76,177	81,512	Fireman's Fund	637,763	121,929	90,292	255,108	129,672	5,053	99	11,185	16,103
554,188	108,189	55,072	227,582	110,221				25,371	22,612		1,685,718			1,495	684				
Beacon M. Ind.	13,265		117	4,663	2,725				11	Founders M. C.	224,771	224,771		—100	150	64			
	2,829			5,189							106,637	106,637							
Bitum. Cas.	3,978,260	3,060,472	361,761	188,674	122,565					Freeport Motor.	2,544,934		945,237	510,800					
2,193,267	1,734,644	199,984	94,289	80,227							766,928		4,868	234,731	211,025				
Cas. & General.	582,586	81,459	185,559	198,913	91,096			6,182	17,023	General Acc.	3,901,940	1,038,666	328,518	1,296,715	645,698	100		46,490	141,581
131,970	30,719	32,802	94,407	45,110	752			2,697	7,930		1,908,695	524,340	104,501	715,280	345,387			18,965	60,507
Cas. Ind. Ex.	27,770		24,333					3,413		Gen. Cs., Wash.	518,848	3,836	31,493	300,000	143,484	13,214	4,943	1,338	13,271
	3,8																		

MEEKER-MAGNER COMPANY
INSURANCE UNDERWRITERS

GENERAL ACCIDENT FIRE AND LIFE ASSURANCE CORP., Ltd.

Assets \$80,166,890.88

Surplus to Policyholders \$29,129,892.86

1821 Insurance Exchange Bldg., Chicago 4, Ill. • Phone Webster 9-5500

	Total Prem. and Losses	Work. Comp. Prem. and Losses	Other Liab. Prem. and Losses	Auto. Liab. Prem. and Losses	Auto. P.D.L. Prem. and Losses	Fidel. Prem. and Losses	Surety Prem. and Losses	Glass Prem. and Losses	Burg. Theft Prem. and Losses		Total Prem. and Losses	Work. Comp. Prem. and Losses	Other Liab. Prem. and Losses	Auto. Liab. Prem. and Losses	Auto. P.D.L. Prem. and Losses	Fidel. Prem. and Losses	Surety Prem. and Losses	Glass Prem. and Losses	Burg. Theft Prem. and Losses
Hardware Ind.	41,462	5,677	1,713	20,671	11,280			935	798	Nat. Au. & Cas.	607,477	128,253	21,691	132,517	78,973	1,130	19,852	3,790	4,246
Hardw. M. C.	3,070,267	960,364	161,124	511,886	336,753			42,635	31,305	Natl. Cas.	319,591	62,782	4,929	105,446	55,913	100	537	443	667
Hartford Acc.	9,483,880	2,088,066	954,889	3,356,458	1,586,396	173,277	373,519	195,644	332,040	Natl. Gr. M. L.	744,879	111,137	24,825	46,096	25,808	14,824	13,234	5,945	17,613
Hartford Fire	4,812,252	1,197,671	335,591	1,903,046	857,263	64,901	11,428	76,708	111,464	Natl. Und.	56,934		3,477	21,854	11,873				
Hawkeye-See.	3,476,957			726	368					Natl. Suredy	94,914		592	4,267	5,214				
Hawkeye-See.	2,010,608	141,213	44,449	674,584	390,111	1,202	42,427	4,697	12,963	Natl. Suredy	745,998	21,917	16,957	24,718	13,955	175,554	140,054	17,093	334,325
Highway M. C.	439,775	51,969	10,970	150,390	101,517		—1,260	1,248	1,287	New Amst. Cas.	178,342	15,807	8,416	8,374	20,300	—13,905	695	10,077	128,636
Home F. & M.	1,692,696	942,116	717,127							Newark	2,698,902	753,486	363,239	667,071	334,558	174,528	61,002	76,730	105,482
Home Indem.	1,692,373	195,298	202,186	608,187	280,901	48,377	48,516	67,041	11,487	N. Y. Cas.	1,345,770	462,753	145,936	373,818	165,477	28,801	76,772	28,530	26,960
Hoosier Cas.	609,815		4,096	115,706	66,721					N. Y. Unds.	407,939	2,290	272	312	161	10	3,010	412	219
Horace Mann.	893,165		62	108,371	47,276					Niagara Fire	149,446	960		386					
Ideal Mut.	116,868	94,131	4,189	6,712	11,590					N. A. C. & S. Re.	105,209	56,393	92,601	288,740	58,540	192,510	225,463	38	108,971
Illinois Cas.	77,787	35,769	55,366	649	13,775					Northeastern	202,999	182,502	—141,105	—44,089	8,482	115,790	—45,822		32,104
Ill. M. Pl. Gl.	26,108		4,519					26,108		N. W. Cas.	817,799			101,522	113,465				
Ill. Natl. Cas.	2,682,347		21,882	1,062,012	631,558			10,421		N. W. F. & M.	330,485			79,484	52,526				
Ind. of N. A.	2,436,394	501,667	368,105	697,634	330,620	8,851	52,588	29,393	172,526	N. W. Nat. Cas.	146,130		45,236	275,712	142,101			10,724	15,762
Ins. Co. N. A.	5,800,280		84,735	260,954	206,381	17,112	5,463	9,631	41,099	Norwich Union.	225,446		6,411	133,376	64,308			3,145	6,701
Ia. Mut. Cas.	581,590	54,710	19,042	165,763	101,643			388	1,930	Ocean Acc.	85,141		71	336	155			27	110
Ia. Natl. Mut.	268,612	35,483	6,425	94,094	64,879			512	1,199	O. Fmrs. Ind.	42,925			42,925					
K. C. F. & M.	303,449		876	17,729	10,674			491	2,308	Pacific Empl.	1								
La Salle Cas.	937,135		87,545	251,034	132,519			30	82	Pacific Ind.	10,901	50,020	672	3,653	2,099	184			242
Lib. Mut. Fire.	398,149		8,834	88,099	83,924			86,223	1,998	Peerless Cas.	338	17	133	86	43	5			1,344
Liberty Mutual.	7,900,788	4,694,651	336,294	1,139,583	518,921	101,987		15,658	69,289	Phila. F. & M.	285,327	3,886	3,462	13,199	767	197,801	62,043		
Lond. & Lanc.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Phoenix Ind.	—32,639	—5,500	—30,000	—7,824	39	9,661			
Lond. Guar.	789,232	105,225	78,765	328,541	153,360	14,365	5,497	30,971	50,353	Plymouth M. C.	817,235			144,375	300	200			447
Lloyds	266,370	10,159	11,770	17,990	82,517	3,661	—442	12,450	20,118	Prairie St. Fmrs.	1,186,519	332,473	173,764	336,183	159,086	2,139	3,188	47,796	32,413
Lomb. M. C. Ill.	8,489,463	544,208	154,596	451,572	207,418	814		36,324	38,336	Preferred Amer.	613,246	164,496	85,298	235,266	83,216	—143	3,890	16,419	14,687
Lloyds	1,094,309	236,548	5,328,273	206,743	144,428	636,610	13,680		537,241	Progess, Ill.	1,483,32			919			919		
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Pror. Wash.	1,186,519	332,473	173,764	336,183	159,086	2,139	3,188	47,796	32,413
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Prudence M. C.	613,246	164,496	85,298	235,266	83,216	—143	3,890	16,419	14,687
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Rehstr. Amer.	1,483,32			919			919		
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Royal Indem.	1,186,519	332,473	173,764	336,183	159,086	2,139	3,188	47,796	32,413
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	S. Paul-Merc.	613,246	164,496	85,298	235,266	83,216	—143	3,890	16,419	14,687
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Seaboard Sur.	1,483,32			919			919		
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Sec. M. C. Ill.	1,186,519	332,473	173,764	336,183	159,086	2,139	3,188	47,796	32,413
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Shelby M. C.	613,246	164,496	85,298	235,266	83,216	—143	3,890	16,419	14,687
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Standard Acc.	1,483,32			919			919		
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Std. M. C. Ill.	1,186,519	332,473	173,764	336,183	159,086	2,139	3,188	47,796	32,413
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	State An. Ind.	613,246	164,496	85,298	235,266	83,216	—143	3,890	16,419	14,687
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	St. Farm, Ill.	1,483,32			919			919		
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Suburb. Cas.	1,186,519	332,473	173,764	336,183	159,086	2,139	3,188	47,796	32,413
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771	Sun Indem.	613,246	164,496	85,298	235,266	83,216	—143	3,890	16,419	14,687
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771										
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771										
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771										
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771										
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771										
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771										
Lumb. M. C. Ill.	5,051,254	2,845,229	134,705	578,025	272,291	120,318		7,271	36,771										
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(Continued on page 36)

Completes your clients' insurance protection

Pays them when their customers can't

Protects one of their most vulnerable assets

WRITE TODAY FOR THIS FILE OF FACTS!

THIS HANDY CREDIT INSURANCE FILE was prepared specifically for you . . . to help you make your clients' insurance coverage complete. For your copy phone our office in your city today or write **AMERICAN CREDIT INDEMNITY COMPANY OF NEW YORK**, First National Bank Building, Baltimore 2, Maryland.

**CREDIT INSURANCE
SPECIALISTS FOR
59 YEARS.....**



**AMERICAN CREDIT
INSURANCE**

...Guarantees payment of accounts receivable

Move to Provide W.C. Death Benefits in Oklahoma

The Oklahoma legislature is now giving serious consideration to the providing of death benefits under the workmen's compensation law. There have never been such benefits in Oklahoma due to a constitutional impediment. At the last election an amendment to the constitution was adopted permitting the legislature to provide death benefits. The present bill provides for minimum benefits of \$5,000 to go to the estate, in no dependency cases. Then there is a limit of \$7,500 for those with certain classes of dependents and \$12,500 where there is a surviving spouse and one or more children.

Consideration is also being given to a house joint resolution for a constitutional amendment whereunder an option would be provided for the beneficiary to accept the death benefit provided under the workmen's compensation law or to sue under liability.

Tobacco Up, Apples, Peaches Cut

RICHMOND, VA.—Virginia corporation commission has approved proposals by Virginia Insurance Rating Bureau increasing tobacco hail rates 7% and decreasing hail rates for apples and peaches 12%.

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Mr. Vincent served as a staff assistant since 1914, and Milwaukee staff as a later served as an assistant secretary.

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W. Bradf
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J. M. Smith
Joseph M. Smith
in charge of
Fidelity & Security

CHANGES IN CASUALTY FIELD

Morrison Succeeds MacInnes as Casualty Claim Head for American Surety

G. M. Morrison has been appointed manager of the casualty claim department of American Surety to succeed William MacInnes who has retired after 47 years in the insurance business. H. A. Banks has been appointed assistant manager of the department.

A graduate of the University of Pennsylvania, Mr. Morrison received his law degree from Fordham University. He joined American Surety in 1933 as casualty claim adjuster, and has been casualty claim examiner, supervising casualty claim examiner and chief casualty claim examiner. He was appointed assistant manager of the department in 1948.

Mr. Banks attended the University of Utah and New York University and received his law degree from Duquesne University. He went with American Surety in 1932, and has served as casualty claim adjuster, assistant casualty claim examiner, claim manager in several of the claim offices, and regional claim manager. For the past year he has been an administrative assistant in the casualty claim department.

A group of business associates and friends tendered a retirement dinner to Mr. MacInnes, with more than 50 in attendance. An enthusiastic yachtsman for many years, he was presented a handsome ship's clock.

Mr. MacInnes, a native of Scotland, started in insurance there. He has been with American Surety for more than 20 years.

Travelers Promotes Kempf, Melcher and Vincent

David L. Kempf, Stanwood A. Melcher and Maurice Y. Vincent have been appointed secretaries of the branch office administration department of Travelers. They have been assistant secretaries of the department since 1947.

Mr. Kempf has been with Travelers since 1928 and served as assistant cashier at Indianapolis and cashier at Camden. He joined the home office staff in 1934 as branch office supervisor. He was promoted to assistant comptroller in 1945 and was named assistant secretary in 1947. He is a graduate of Northwestern University.

Mr. Melcher joined Travelers in 1916 after graduation from Bowdoin. He served as assistant cashier at Pittsburgh and Montreal, and cashier at Baltimore. He went to the home office in 1921, and was branch office supervisor and assistant comptroller before becoming assistant secretary.

Mr. Vincent has been with Travelers since 1914. He was assigned to St. Louis and Milwaukee, joined the home office staff as a traveling cashier in 1919 and later served as branch office supervisor, assistant comptroller and assistant secretary.

John K. Schmit, recently returned from military service, has been reappointed assistant manager at Kansas City. George M. Frame, field supervisor at Portland, Me., has been appointed assistant manager there.

Allan E. Miesbauer has been appointed field supervisor at Minneapolis. William W. Bradford, fire and marine field supervisor at Boston, has been appointed casualty supervisor at Dayton. George F. Richmond, fidelity and surety field supervisor at Detroit, has been transferred to Grand Rapids in the same capacity.

James H. Stettler, field supervisor for all lines at Reading, has been granted military leave of absence.

J. M. Smith to Milwaukee

Joseph M. Smith, for many years in charge of the Cleveland claim office of Fidelity & Deposit, has been trans-

ferred to Milwaukee where he replaces Charles A. Gerlach, recently recalled to duty with the army. Donald K. Mundt has been temporarily assigned to Cleveland.

Mr. Mundt has been with the company since 1949 and has served at Chicago and Washington, D. C., as well as in the home office claim and salvage departments. He is a graduate of the University of Nebraska law school.

American Casualty Has Changes in Six Cities

American Casualty has made appointments and promotions in six branch offices.

At Washington, D. C., Charles W. Prince, who has been in the general agency business, has been appointed special agent for American Aviation & General. He started in insurance in 1934. He was a captain in the army during the war.

R. Z. Kinard has been named fidelity

and surety underwriter at Philadelphia.

At Oklahoma City, Chester C. McPheeters has been appointed field representative for Oklahoma. He has been in the Oklahoma territory with Traders & General.

John Matlack, assistant supervisor of fire underwriting at the home office of American Aviation & General, has been promoted to fire manager at Pittsburgh.

Peter J. Bruno, Illinois field representative, has been promoted to production manager at Chicago.

A. B. Carpenter has been promoted to production manager at Reading, Pa.,

"Unforeseen events... need not change and shape the course of man's affairs"



B-a-a-d bad business

You're the goat... when a customer slips on the floor of your store. You're the goat... when the wind turns your bonfire into a torch for a neighbor's garage.

In more instances than you'd believe possible—at home, traveling, at your place of business—you can be confronted with damage claims. And sometimes they run into six figures.

With The Maryland's range of liability insurance, you need *never* be the goat. Maryland policies protect you against practically every contingency. Your dog bites the postman—you're

covered. Somebody gets hurt in your store—you're covered. You hook a drive and hit another golfer—you're covered.

Whether you want general liability insurance for your business or the amazingly inexpensive Comprehensive Personal Liability policy for yourself and family, call on the man best equipped to advise and serve you. He is the Maryland representative in your community. Call on him *today*. It may save you money tomorrow.

Remember: because your Maryland agent knows his business, it's good business for you to know him.

MARYLAND CASUALTY COMPANY

Baltimore 3, Maryland

All forms of Casualty Insurance, Fidelity and Surety Bonds, for business, industry and the home, through 10,000 agents & brokers

Another Maryland advertisement to emphasize the serious consequences of liability claims... and to help agents and brokers sell more liability policies.

and Clair P. Kessler has been promoted to casualty manager there.

Mann Shifts to Boston as Aetna Casualty Manager

Guy E. Mann, manager at Washington, D. C., for Aetna Casualty, has been appointed manager at Boston, succeeding the late Harry A. Sawyer.

Mr. Mann joined Aetna in 1926 after graduating from the University of Pennsylvania. He served at Hartford and Philadelphia before going to Washington, where he was one of the organizers of Insurance Managers Assn. of Washington. He is a C.P.C.U.

Charter Special Agent

Hartford Accident has appointed Milton P. Charter special agent at Philadelphia, covering the Wilkes-Barre-Scranton area.

He has been with Hartford since 1935 in various underwriting capacities at the home office and in the field as a personal accident special agent. He is an air force veteran.

Hodson in New Post

John A. Hodson has been appointed

fidelity-surety manager of United Pacific at the Seattle branch. He started in a general agency at Salt Lake City. In 1925 he became an adjuster for U. S. F. & G. and in 1927 was transferred to San Francisco. He returned to Salt Lake in 1930 to join American Surety as special agent. In 1943 he was transferred to Seattle, where since 1946 he has been assistant manager. He is a past president of Seattle Surety Underwriters Assn.

Opens New No. Cal. Office

Nearly 700 were on hand for the formal opening of the new northern California building of Guarantee of Los Angeles at Oakland.

They were welcomed by Evans S. Pillsbury, chairman; J. R. Deering and Harry V. Starks, vice-presidents, and R. F. Goss, vice-president and manager of the Oakland office.

Open Shreveport Office

The firm of C. L. Jones and R. D. Coats, adjusters, who opened offices in the Commercial building at Shreveport, will handle assignments in the Arkansas-Louisiana-Texas territory.

ACCIDENT AND HEALTH

H. & A. Conference Golden Jubilee Plans Shaping Up

Plans are nearly completed for the 50th annual meeting of the H. & A. Underwriters Conference, to be held at Hotel Book-Cadillac, Detroit, May 14-16. The meeting will be held in the same city in which the organization was founded and also the same location in which the 25th anniversary was observed.

With P. G. Korn, vice-president of National Casualty, as chairman, the convention committee has scheduled three days of discussions centering around accident and health regulatory problems, new coverages, agency developments and legislation.

An important event of the meeting will be the 50th anniversary luncheon commemorating a half century of service by the conference. It will be held May 14 with George F. Manzelmann, North American Accident, chairman of the 50th anniversary committee, presiding. Special events in honor of the occasion have been planned and the main address will be given by R. Perry

Shorts, now president of the Second National Bank, Saginaw, Mich., who was the first president after the old Detroit Conference was merged into the present organization in 1914. He entered the banking business some years ago.

The president's reception and banquet will be held Tuesday evening. On Sunday evening, May 13, there will be a reception for early arrivals given by the host companies of Michigan. A special tour of Greenfield Village for the ladies is planned, with lunch at the Dearborn Inn.

The complete program will be announced in the near future.

Announce Speakers for Ohio A. & H. Assn. Annual Meet

Ohio Assn. of A. & H. Underwriters will hold its annual meeting April 20 at Columbus. C. William O'Neill, Ohio attorney general, will be the luncheon speaker and Roy A. MacDonald, H. & A. Underwriters Conference, will speak at the banquet on "Our Liberties."

Afternoon speakers will be Eugene V. Boisubin, General American Life, St. Louis on "Prospecting, the Heart of the Problem;" Charles H. Bokman, New Amsterdam Casualty, Pittsburgh, "A Review of Sales Essentials," and O. J. Breidenbaugh, Mutual Benefit H. & A. Philadelphia, "Sales Power in H. & A. Selling."

Special entertainment is being arranged for the women who attend the convention. Mrs. E. W. Welton is chairman of the women's committee. William A. Case, Inter-Ocean, Cincinnati, is president of the association and Homer Trantham, Columbus, is executive secretary.

Kan. A. & H. Sales Congress Program Announced

The sales congress of Kansas Assn. of A. & H. Underwriters has been set for June 8 at Wichita. Speakers include John B. Lambert, Mutual Benefit H. & A., Cleveland, president of the International association; Jay De Young of Jay De Young & Associates, Chicago, on "How to Sell A. & H. Insurance"; Alfred K. Perego, Wisconsin National Life, Milwaukee; and Grady M. Crutchfield, Professional Insurance Corp., Jacksonville, Fla.

E. H. O'Connor, Insurance Economics Society, will speak at a luncheon which doctors, labor leaders and Chamber of Commerce representatives will also attend.

Elect Witzel at Pittsburgh

Karl Witzel, Dexter agency, is the new president of Pittsburgh Assn. of A. & H. Underwriters. David H. Kelly, American Health, is vice-president; S. E. Gray, Continental Casualty, is secretary, and H. S. Fouse, Industrial Life, treasurer. Saul Frankel, Philadelphia Life, the retiring president, was named chairman of the board.

Women Conduct April Meet

The women's division of the Chicago A. & H. Assn. will conduct the April 17 meeting. The speaker will be Charles J. Gauvreau, assistant general manager of Western Life of Canada. Mr. Gauvreau is a former president of Ontario A. & H. Assn. His subject will be, "Sell the Problem—The Policy will Sell Itself."

New Life, A. & H. Combination

Fidelity Life & Disability of Denver is issuing a new combination personal protection coverage that affords \$1,000 ordinary life; \$1,000 double indemnity; \$1,000 per year (\$83.33 a month) in the event of total disability from accident or illness, payable for two years; \$1,000 endowment—maturity of life policy if

Security Mutual Casualty Company

Thirty-eighth Annual Statement

December 31, 1950

Assets

United States Government Securities	\$ 4,269,895.91
Industrial, Rail, Utility, and Other Bonds	9,141,750.20
Bank Stocks	354,287.00
Industrial Stocks	1,154,595.00
Accrued Interest on Investments	95,603.40
Cash in Banks and Offices	413,544.93
Premiums Not Over 90 Days Due	297,065.04
Other Assets	3,741.00

Total Admitted Assets . . . \$15,730,482.48

Liabilities

Reserve for Unpaid Claims	\$ 6,988,109.24
Reserve for Unearned Premiums	2,334,139.16
Reserve for Taxes, Expenses, and Unabsorbed Premium Refund	225,746.65
Reserve for All Other Liabilities	65,877.77
Voluntary Reserve	2,916,609.66
Surplus (including Guaranty Fund of \$1,000,000.00)	3,200,000.00

Total Liabilities and Surplus . . . \$15,730,482.48

Valuation of securities on National Association of Insurance Commissioners Basis.
Securities carried at \$336,333.59 in this statement are deposited as required by law.

CASUALTY

FIDELITY

SURETY

*Excess Contracts and
Reinsurance Treaties*

HOME OFFICE
309 West Jackson Boulevard
CHICAGO 6, ILLINOIS

NEW YORK OFFICE
79 John Street
NEW YORK 7, NEW YORK

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the insured is still disabled at the end of two years.

The company is presently limiting amounts to \$2,000, or two units, on the combination. The added coverages are issued in the form of riders to the life policy and may be discontinued at the option of the insured. Full coverage at standard rates is issued to male or unmarried employed female risks between 18 and 55. Disability features are automatically canceled at age 60. The contract has been approved in Colorado and has been submitted in other states.

R. G. Myers Is New Head of Cincinnati A. & H. Assn.

R. G. Myers, general agent of Massachusetts Protective and former secretary of the Cincinnati Assn. of A. & H. Underwriters, was elected president of the association at its annual election. He succeeds Albert Knapp, under whose tenure of office the membership was increased to a record high of 307.

R. W. Bickelhaupt, Mutual Benefit H. & A., former treasurer, is vice-president. W. G. Hock, Hooper-Holmes Bureau, is now treasurer. Taylor Clark, Inter-Ocean, is the new secretary.

Chet Elson, district manager of Mutual Benefit H. & A., Indianapolis, the speaker, described "Punches that Count" in the form of sales helps that the salesman possessing a well developed character can use in turning objections into sales.

Skutt St. Louis Speaker

V. J. Skutt, president of Mutual Benefit H. & A., spoke at the April luncheon meeting of St. Louis A. & H. Underwriters Assn. on "Public Relations."

Anderson Rejoins American

Harry A. Anderson has been appointed director of production of all A. & H. lines at the American Casualty home office. He rejoins that company after more than four years with Continental Casualty as home office production manager of its association group division.

Mr. Anderson organized American Casualty's group A. & H. division. His entire business career has been in the field of A. & H. production.

Opens New Iowa Branches

Combined of Chicago has established branches at Des Moines and Davenport, Ia., to serve western and eastern Iowa.

Fred Price has been appointed manager at Des Moines and Reul Pruyn at Davenport. Both formerly were with Bankers Life & Casualty.

Hear Morris at Milwaukee

Speaker at the April 5 meeting of A. & H. Underwriters of Milwaukee was Robert G. Morris, general agent of Loyal Protective Life, whose subject was "Maintaining your Balance."

Doctors to Address N.Y. Club

A. & H. Club of New York will feature a panel discussion on medical problems at the April 11 dinner meeting. Warren R. Behm, Massachusetts Bonding, educational vice-president, is in charge of the program.

The New York City physicians on the panel are Dr. Aaron Herzog, who will speak on "Heart, Chest and Lung Diseases"; Dr. Edward J. Haboush on "Orthopedics"; Dr. Jack Lisman on "Diseases and Conditions of the Eye," and Dr. Andrew G. Franks on "Contact Dermatitis."

Fond du Lac Assn. Elects

Gilbert W. Keller, Woodmen Accident, has been elected president of Fond du Lac (Wis.) A. & H. Assn.; Joseph Goetz, Continental Casualty, vice-president, and N. P. Abler, Illinois Mutual Casualty, secretary. Speakers at the last meeting were A. K. Perego, Wis-

consin National Life, Milwaukee, international director; Alex Siegner, president; Thomas Callahan, vice-president, and Leo Packard, secretary of the Milwaukee association.

Would Regulate School Fund

MADISON, WIS.—A bill to regulate funds set up by school authorities to pay benefits to students injured while taking part in athletic contests has the support of the Wisconsin department. At a hearing on the measure Harvey Wolberg, representing Commissioner Lange,

explained that the bill would affect mainly the Wisconsin Interscholastic Athletic Assn. benefit fund, started in 1930.

The bill repeals the interim law passed in 1949 allowing W.I.A.A. to operate without regulation by the insurance department until July, 1951. Without coming under the general insurance statutes, rates, rules and benefit schedules would require approval by the commissioner. The association would be required to maintain a reserve fund large enough to cover claims, and to file an annual financial report with the department.

Tate Oklahoma President

James Tate, Massachusetts Protective, has been elected president of Oklahoma Assn. of A. & H. Underwriters. Herold Conner, North American Accident, was named vice-president and W. L. Douglas, Republic National Life, secretary.

Surgical chiropody would be included as an insurable risk under so-called non-profit surgical care contracts under a bill introduced in the Michigan legislature.

NORTH AMERICAN CASUALTY and SURETY REINSURANCE CORPORATION

DECEMBER 31, 1950

ADMITTED ASSETS

U. S. Government Bonds	\$37,743,838.93	
Canadian Government Bonds	51,120.69	
Railroad Bonds	544,218.60	
Public Utility Bonds	334,111.87	\$38,673,290.09
Railroad Stocks	301,200.00	
Public Utility Stocks	1,035,197.00	
Miscellaneous Stocks	5,266,120.00	6,602,517.00
Mortgages		117,896.36
Cash in Banks and Office		1,448,361.03
Reinsurance Balances in Course of Collection....		1,203,360.15
Funds Held by Ceding Reinsurer		41,803.29
Interest Accrued		97,513.01
		<u>\$48,184,740.93</u>

LIABILITIES

Reserve for Outstanding Losses	\$21,183,359.83
Reserve for Loss Adjustment Expenses	1,540,329.77
Reserve for Unearned Premiums	11,841,300.90
Reserve for Contingent Commissions	584,698.69
Reserve for Funds Held under Reinsurance Treaties	524,135.24
Reserve for Retirement Benefits	351,915.84
Reserve for Taxes and Other Liabilities	223,213.75
Excess of Schedule P Formula over Case Estimates	212,000.33
Reserve for Non-Admitted Reinsurance	47,542.88
	<u>\$36,508,497.23</u>
Capital	\$4,000,000.00
Surplus	7,676,243.70
	<u>11,676,243.70</u>
	<u>\$48,184,740.93</u>

Valuation of securities on National Association of Insurance Commissioners' basis. Securities carried at \$435,904.29 in the above statement are deposited with State Departments as required by law.

99 JOHN STREET • NEW YORK 38, NEW YORK

	Direct	Net Losses
Writings	Incurred	
Franklin Life	17,765	3,748
General Accident	295,213	291,852
General Amer. Life	780,357	560,819
General Cas. Co. of Wis.	5,721	2,265
General Reins.	38,004	13,841
George Rogers Clark	848,596	487,123
Glens Falls Indem.	17,601	1,789
Globe Indemnity	101,052	57,864
Globe Life	234	186
Golden Rule Life	64,163	22,664
Golden State Mutual	143,864	47,195
Great Amer. Indem.	11,109	5,129
Great-West	317,752	183,980
Guarantee Mutual	16,510	6,424
Guarantee Reserve Life	225,438	74,235
Guarantee Trust Life	283,227	103,227
Hardware Mut. Cas.	325,348	248,431
Hartford Accident	228,859	86,240
Hawkeye-Security	10	10
Home Indemnity	24,435	4,341
Home Life, N. Y.	9,569	7,711
Home Mutual Cas.	2,768	436
Hoosier Casualty	301,666	160,135
Horace Mann Mut. Cas.	595,536	165,122
Illinois Bankers Life	378,943	165,122
Ill. Commercial Men's	1,355,777	678,084
Ill. Mutual Casualty Co.	1,141,515	532,450
Ill. Traveling Men's	916,625	624,491
Indem. of No. Amer.	83,928	45,990
Industrial Casualty	380,363	117,134
Inter-Ocean	253,818	155,720
Inter-State	80,332	34,007
Interstate Reserve	249,221	91,301
Jefferson Natl. Life	26,923	9,856
John Hancock	1,471,956	908,369
Kemba Mutual	54,638	40,547
Liberty Mutual	800,410	697,181
Life of Virginia	6,042	3,855
Lincoln Natl. Life	463,139	318,336
Lloyds	88,216	359,243
London & Lanc. Indem.	17,741	7,350
London Guarantee	62,285	20,909
Loyal Protective Life	235,899	72,312
Lumbermens Mut. Cas.	354,032	237,664
Mammoth L. & A.	106,988	27,408
Manufacturers Cas.	7,867	1,885
Marquette Life	1,473	385
Maryland Casualty	89,499	19,223
Mass. Bonding	161,328	67,074
Mass. Indemnity	358,717	75,214
Mass. Mutual Life	233,066	120,742
Mass. Protective	636,642	306,657
Metropolitan Cas.	1,411,831	833,757
Metropolitan Life	10,676,517	6,603,085
Michigan Life	260,271	215,076
Michigan Mut. Liab.	9	9
Mid-States	900	1,990
Midwest Mutual	47,216	15,084
Missouri	367,413	134,036
Modern L. & A.	1,105,412	430,648
Monarch Life	523,198	218,897
Municipal	393,809	257,608
Mutual Benefit H. & A.	5,278,586	3,073,952
National Benefit	137,816	29,840
National Casualty	491,592	255,739
National Home Life	19,118	2,655
National L. & A.	1,060,699	409,350
National Travelers	66,234	24,347
New Amsterdam Cas.	21,655	2,793
Newark	30	30
North Amer. Accident	1,409,631	547,274
North Amer. C. & S. Re.	285,280	63,627
North Amer. Life	182,872	60,643
North Amer. L. & C.	5,857	4,717
Northern Life	7,909	1,784
Northern Trust Life	155,165	72,212
N.W. National Life	132,837	91,609
Occidental Life, Cal.	1,084,359	691,078
Ocean Accident	89,412	29,347
Ohio State Life	19,048	6,180
Old Line Life	370,767	138,713
Old Republic Credit	23,382	2,282
Pacific Mutual Life	634,946	235,816
Paul Revere Life	542,102	218,581
Phoenix Indemnity	20,312	2,080
Pioneer Life	77,411	35,411
Plain Dealers Mut. Cas.	54,855	27,994
Postal L. & C.	45,395	16,711
Preferred Accident	41,200	14,222
Provident L. & A.	1,212,564	781,465
Prudence Life	910,624	295,575
Prudential	2,916,263	1,287,544
Reliance Life	40,165	10,846
Reliance Mutual Life	732	194
Republic Natl. Life	143,110	75,265
Reserve Life	690,450	238,810
Rockford Life	10,330	665
Royal Indemnity	69,465	35,529
St. Paul-Mercury Indem.	8,318	1,253
Secured Cas.	339	339
Security Benefit Life	39	35
Security Mut. Life, N. Y.	21,424	11,337
Service Life	28,941	11,292
Standard Accident	374,244	143,459
Standard Life	10	10
State Mutual Life	64,201	41,297
Sterling	1,248,878	500,601
Sun Indemnity	15,119	386
Superior Life	2,279	221
Supreme Liberty Life	33,002	2,065
Travelers	8,102,308	4,652,332
Travelers Protective	93,259	74,112
Union Casualty	774,028	452,904
Union Labor Life	231,156	64,166
Union Life	989,844	350,411
Union Mutual Life	56,088	7,155
United Benefit Life	862,360	464,736
United Com. Trav. of A.	14,997	74,171
United, Ill.	2,677,627	942,002
United National Indem.	200	200
United States Cas.	5,361	2,516
U. S. F. & G.	126,834	36,014
United States Guar.	2,772	2,772
United States Life	82,478	47,909
Universal Mut. Cas.	4,379	1,411
Washington National	1,704,442	791,273
Western Cas. & Sur.	14,959	4,826
Western Life	971	343
Western States Mut. Auto	185	19
Wisconsin Natl. Life	327,630	135,569
Woodmen Accident	316,064	96,923
Woodmen Central	125	417
World	413,244	206,277
Zurich	1,364,452	1,038,317

	Direct	Net Losses
Writings	Incurred	
Assoc. Hosp. Serv.	\$ 730,779	\$ 547,840
Group Hosp. Serv., Ill.	1,112,479	1,065,244
Group Hosp. Serv., Mo.	8,778,856	8,399,520
Hosp. Serv. Corp.	27,034,712	24,444,451
Hosp. Serv., Ia.	5,940,684	5,166,503
Ill. Hosp. Serv.	1,177,821	1,031,366
Ill. Med. Serv.	2,628,998	1,284,454
Med. Surg. Serv.	258	258
No. Ill. Med. Serv.	91,949	45,556
R. I. City Med. Serv.	91,082	58,419
Union Hosp. Assn.	65,816	50,806

	Direct	Net Losses
Writings	Incurred	
Aetna Casualty	45,298	—
Amer. Employers	151,983	33,862
Amer. Guarantee	25,629	7,565
Amer. Motorists	2,136	—
Amer. Reins.	2,092	—
Arex Indemnity	72,623	918
Columbia Casualty	44,368	—2,248
Employers Liability	2,313	—
Employers Reins.	361	—
Excess	122,358	15,271
Fidelity & Casualty	8,826	—11
General Accident	61,543	30,332
General Reins.	789,403	209,592
Globe Indemnity	50,232	4,202
Hartford Steam Boiler	31,565	41,181
London Guarantee	457,530	222,958
Lloyds	270,915	17,342
Lumbermens Mut. Cas.	500	—
Maryland Casualty	291,603	4,467
Mass. Bonding	24,742	—4,983
Mutual Boiler	137,305	49,292
No. Amer. C. & S. Reins.	45,467	2,003
Ocean Accident	62,546	2,669
Phoenix Indemnity	—	—6,973
Royal Indemnity	—	—
Security Mut. Cas., Ill.	—	—

	Direct	Net Losses
Writings	Incurred	
Standard Accident	—1,160	—
Travelers Indemnity	352,112	39,856

WATER DAMAGE

Great Amer. Indem.	36	—
U. S. F. & G.	1,551	1,670

LIVESTOCK

Country Mutual Cas.	3,574	2,197
Hartford Livestock	195,317	97,704

CREDIT

Amer. Credit Indem.	373,809	22,493
Amer. Reins.	—74	—
Employers Reins.	80,490	—3,929
George Rogers Clark	11,616	6,680
General Reins.	35,211	441
London Guarantee	232,818	—
No. Amer. C. & S. Reins.	87,523	—

Sarasota Agreement

Members of the Sarasota, Fla., Insurance Exchange have adopted an agreement against sharpshooting at each other because of discoveries of a competitor's failure to make adjustments of unearned premium insurance. When unearned premium insurance was introduced in Florida in accordance with the S.E.U.A. program to provide this insurance on a gratuitous basis, it was stipulated that outstanding unearned premium insurance was subject to rebate. In Sarasota the agents have no fear of competitors taking advantage of delays in getting around to these ad-

justments and hence the agents are able to make the adjustments in an orderly way. The usual practice is to make the adjustment when writing a renewal policy and then at leisure moments, adjusting a few other policies each day starting with the highest expiration which now would be 1956.

Bisson Praises Agents

Frank J. Adimari was elected president of the Washington county board at the annual meeting in Westerly, R. I.; G. W. Schoof, vice-president; W. H. Giles, secretary; Orlando Capalbo, delegate to the state association, and H. W. Rathbun, Jr. and D. H. Rogers, members of the executive committee.

Commissioner Bisson spoke and said he had received only one formal complaint due to the windstorm of Nov. 25, 1950. He said he was proud of the job done by the Rhode Island agents. Owen J. Jones of General Adjustment Bureau, Providence, discussed the problem faced by the bureau in the state with 6,000 losses following the Nov. 25 windstorm. About 700 losses are still not closed, of which 250 perhaps are summer home losses.

Insurance Women of San Antonio, heard Ben Culwell, special agent for Frank Ilmmer & Co., trace the development of inland marine insurance.

HIGH SPOTS IN HISTORY 7: VERMONT



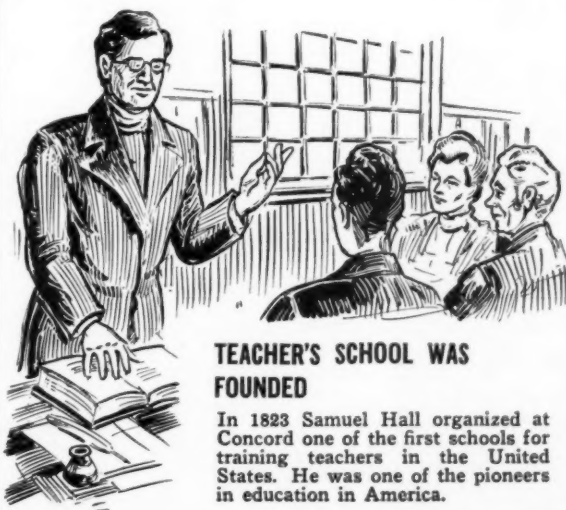
VERMONT CLAIMED BY FRANCE

Back in 1609 Samuel de Champlain, a French explorer, together with members of two Indian tribes, led a raid against the Iroquois Indians. In so doing they discovered the lake which now bears Champlain's name. He claimed the land for the French.



FORT TICONDEROGA CAPTURED

Famous in history are the Green Mountain Boys. They were organized in 1771. They reached the peak of their fame by capturing Fort Ticonderoga. In 1775, commanded by Ethan Allen, they forced the fort's garrison to surrender.



TEACHER'S SCHOOL WAS FOUNDED

In 1823 Samuel Hall organized at Concord one of the first schools for training teachers in the United States. He was one of the pioneers in education in America.

ALSO A HIGH SPOT . . .

. . . in any insurance agent's career is when he joins Hawkeye-Security & Industrial's great team. He knows that these two companies are working constantly to build more sales for him. . . Prompt, equitable settlements, plus skilled field representatives to work closely with him, help build sales. That's why the trend is to Hawkeye-Security & Industrial.



HAWKEYE-SECURITY INSURANCE CO.

INDUSTRIAL INSURANCE CO.

Des Moines, Iowa

Now open new doors with



Abstractor's Liability Insurance

Available with new lower deductibles of \$100 and \$500 at reduced rates.

Something new is now added to Abstractor's Liability Insurance. It is available with \$100 or \$500 deductible as well as \$1,000 deductible formerly written.

This insurance can be written quickly and easily as responsible members of the abstractor's business need and want it. We originally drafted this form of policy and have been underwriting it for over 10 years. Our experience can be valuable to you in securing new business and assisting you on your existing accounts.

Underwritten by
Lloyds of London

R. N. CRAWFORD & CO., Inc.

120 So. La Salle St., Chicago. Tel. RAndolph 6-0750

Package Coverage...

PUBLIC LIABILITY

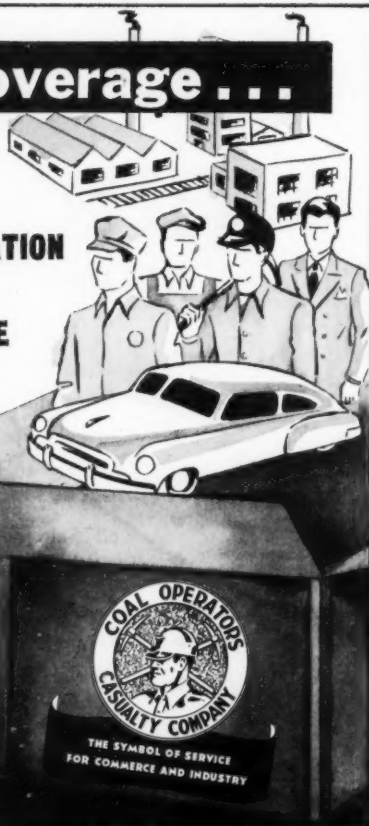
WORKMEN'S COMPENSATION

AUTOMOBILE COVERAGE

Why not check into the advantages offered by C. O. C. C. specialization in providing the coverages noted above . . . specialization that results in simplified insurance functions for your client and more profitable business volume for you.

Write today for complete details!

COAL OPERATORS CASUALTY COMPANY
GREENSBURG, PA.



Canadian PR Man Takes U. S. Actuary to Task

(CONTINUED FROM PAGE 27)

ment." That is incorrect. The co-ops place their insurance at their own discretion. Of course Government Insurance gets most of it because our rates are so favorable.

Licensing of Captive Unit

In paragraph fourteen you state "It (The Saskatchewan Guarantee and Fidelity Company) got licensed in Manitoba, Alberta, and British Columbia before those provinces discovered that this was a Saskatchewan government enterprise. When that was discovered, its licenses in those provinces were cancelled." The facts are that The Saskatchewan Guarantee and Fidelity Company Limited applied for licenses in four provinces and all provinces refused to grant licenses. Though the company had satisfied all statutory requirements, refusal was based on the argument that a company operated by a provincial government should not do business in another province. See the annual report of this company for more details on its progress.

In paragraph sixteen you say that in regard to our agents "most of them say they are taking on the government plan as a defensive measure." If you had time to contact our 660 agents and "most of them" said they were taking on agencies as a "defensive measure" it is most surprising. Our records indicate that the majority of our agents requested agencies and that many other agents also desire to become our agents.

Then in paragraph eighteen you say that our automobile accident insurance plan was "put through as a safety measure" and that "it hasn't worked out well from that standpoint. There is an increasing trend toward fatal accidents." It is presumed this statement was taken out of context, because you undoubtedly qualified these remarks. Enclosed is a copy of an article on this subject.

Your statement in paragraph nineteen that "the insurance policy which is issued is 48 pages long" is interesting. Mr. Bailey and the North Dakota committee complained that there was no insurance policy issued. Enclosed are copies of the booklet every person who secures a license is given.

In the same paragraph you mention rates of \$6 a car. Actually they are \$4.50, \$6.00, \$8 or \$10. See the centre section of the booklet.

Surplus in One Fund

In paragraph twenty-two you said there was "a loss of \$190,000 on a \$2,000,000 operation." But did you give the whole picture—that there was a surplus of over \$800,000 in the Automobile Accident Insurance fund. This fact of course makes your suggestions regarding "private companies and an election" look rather ridiculous.

As far as the suggestion in paragraph twenty-three "that the Saskatchewan government is uneasy about its insurance program" the only uneasiness there might be is that the business is growing so fast it is hard to keep up with the growing pains.

Finally, in your last paragraph is the "topper." You say that the North Dakota report turned thumbs down on our plan. We say it didn't. You say "they have been putting out publicity releases denouncing the North Dakota investigators and branding as lies the unfavorable portions of that report."

Come, come, Mr. Curry. What have you been reading? It has been made very clear that we have not denounced the North Dakota investigators or branded as lies the unfavorable portions of their report. The parts of the report attributed to the North Dakota committee and to Mr. Bailey were not denounced in any way, nor branded as lies. We feel that Mr. Bailey and the committee vindicated our plan, and that in general their conclusions were arrived at in a fair and honest way.

But what we did object to was that statements in the report made by pol-

"I'm a
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I gotta be. (One column ad, you know.) So listen quick . . .

From selling a policy to settling a claim, Trinity Universal and Security National offer Agents and their clients the finest in insurance service.

Their Multiple-Line underwriting facilities include practically every form of insurance and bonding protection. Their reputation for prompt, courteous and efficient service in supplying these needs is your assurance of complete satisfaction.

How do I know? No little bird told me. Got it straight from a happy TU-SN Agent!

PIONEERS IN
MULTIPLE-LINE UNDERWRITING
FIRE • CASUALTY • BONDS

**TRINITY UNIVERSAL
INSURANCE COMPANY**
and
**SECURITY NATIONAL
FIRE INSURANCE CO.**

EDWARD T. HARRISON
Chairman of the Board

GORDON S. YEARGAN
President

DALLAS, TEXAS

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itical opponents of the government, or by persons opposed to government insurance were not factually correct, were made with the intent to mislead and smear, and were being used by the press as if they were statements of Mr. Bailey or committee members.

We have not in any way attempted to denounce the North Dakota committee, Mr. Bailey, or yourself, up to the present time. The North Dakota committee report did not in any way make it necessary to do so because it was an objective document. But we do reserve the right to criticize the press and those who misrepresent the activities of the office, because of failure to use facts, and we also reserve the right to accept justifiable and constructive criticism.

It is hoped that the points raised in this letter were made necessary because you were misquoted or because in the short time you were here you were not able to check on all the information given you.

If you desire more information in regard to this office, please advise.

Curry Stands By His Guns in Sask. Insurance Debate

(CONTINUED FROM PAGE 27)

included an admission that while your bus operation report showed a profit on the whole service that the bus lines alone were not profitable but that when the profits of your candy and restaurant concessions were included the entire operation showed a profit. I endeavored to verify this statement but was informed there was no public record disclosing such detail of operation. Perhaps you can help me in acquiring such information.

The reference to the box factory was, as near as I could remember, a direct quotation from your Mr. Valleau. The statement was made in our hotel room during an evening session. It came at a time several of us were seeking information on your provincial law which enables the government to take over a private enterprise. We were interested too in the specific conditions under which an employer could or could not discharge employees. You state that "now" the box factory is making profits. Was the same true based on reports available at the time of my visit?

You state the leather products plant is now closed. I'd appreciate knowing why and what provision was made for its employees by the government.

Life Insurance Situation

The reason why you are not in the life insurance business was provided by your own official, Mr. Fines, as I recall. You say that is not the reason, but fail to give the reason. I shall be happy to amend my thinking when you supply the reason. Frankly, I thought the reason given was logical and sound.

The authority for the statement regarding the insurance on co-ops comes from eminent counsel in your own province. We were referred to a section of your provincial statute which requires that insurance "required by law" be placed through your Government Office. Since, under certain conditions specified in your laws, co-ops must insure their property they have, at least, been led to believe it must be placed through you. Specific instances, which I did not record, were cited of where potests by the co-ops elicited the above reply. Again, I'd like to know the true facts for my own information.

According to the former majority stockholders of Saskatchewan Guarantee & Fidelity Company it was licensed in other provinces prior to your acquisition of control but that such licenses were subsequently terminated. There is but little difference in your statement and mine on this matter. In this connection I'd appreciate an enlargement of your statement regarding the method of acquisition used, reference to which is made in paragraph on page two of your 1950 annual report on this operation.

Of the agents of yours I contacted all of them stated either that they wanted to keep informed on your program, they wanted to try and control business in their area or they used your office to place hazardous lines. Obviously, I didn't meet all your agents and did not so state. On the other hand, do you feel that because an agent requests a license with you that he is 100% supporting your program?

One of the reasons given by the sponsors of your insurance program was that it was a safety measure. At least it is so stated in the report made to your legislature. You will perhaps recall, too, that at the time the government official from the Highway Traffic Board was being interrogated by the North Dakota committee he definitely stated the safety results had been disappointing and gave the reasons therefor.

At the time of our first conference in Mr. Hammond's office it was explained to us the insured did not receive a policy but only a premium receipt, that the "law" (48 pages) was the policy, and that the booklets you refer to are an outline of the coverage afforded. Both Messrs. Hammond and Waters stressed that these booklets had no legal, contractual status. Therefore I submit my statement was accurate.

In so far as rates are concerned I mentioned several, including those to which you refer.

With reference to your 1950 operations, I can now see that I did not emphasize your loss on auto insurance sufficiently. I referred to your gains on accident insurance and made the statement you quote. Apparently I should have been specific by pointing out that even though your accident insurance was profitable the loss on the automobile insurance was of sufficient amount to make a \$190,000 loss for the entire operation.

As far as "uneasiness" about your program is concerned those were expressions by some of your own folks. In fact you were present during part of this conversation.

Now we come to your denunciation of my statements concerning your publicity since release of the North Dakota report. I sincerely feel you have stretched the conclusions of the North Dakota committee to the 9th degree. You allege the North Dakota committee and Mr. Bailey vindicate your plan. I am acquainted with the content of the North Dakota report and I have yet to find such a statement. Their study, and my own, was purely objective. I know there are divergent views among the North Dakota committee and that

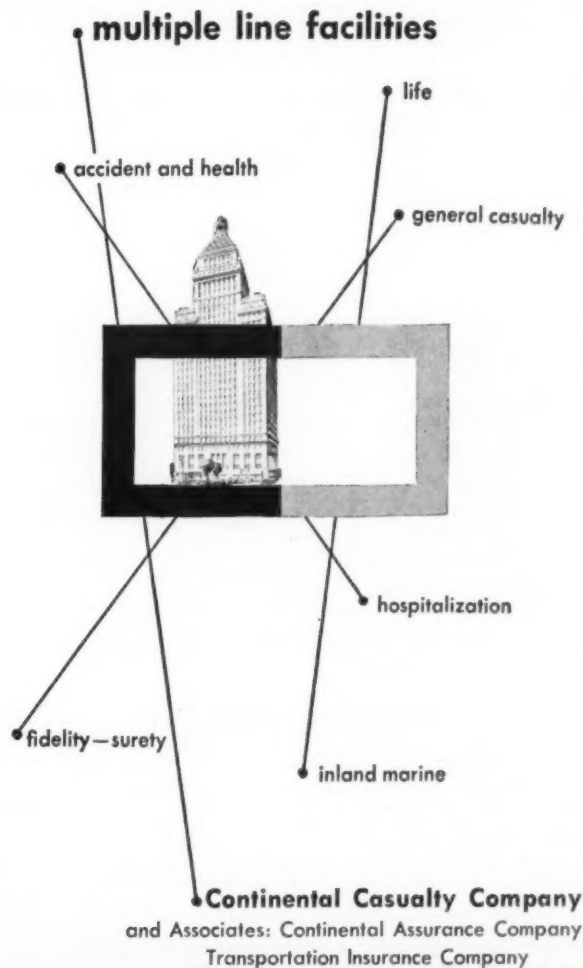
concessions were made in order to get the report completed. I am aware, too, of the furor some of your releases created in North Dakota. In fact I made a special trip to North Dakota on your behalf to help ease the situation.

I have not and will not, knowingly, misrepresent the facts concerning your enterprise. Like you I reserve the right to discuss and evaluate the information I receive. I am not interested in half-truths or obscured data. It is my conviction that any worthwhile enterprise will stand up under the closest scrutiny. In my further study of your operation I shall make every effort to determine the full and complete facts and report them as such.

I contemplate returning to Saskatchewan in June to complete a study of your operations. I will be seeking facts, figures and considered opinions. I shall, of course, want to see you and will advise you well in advance of my coming.

Harvey in Local Agency

Jack Harvey, special agent for Braerton, Simonton, Brown, Denver general agents, will enter local agency work with the W. J. Galyardt agency at Ft. Collins, Colo. He has been with Braerton, Simonton, Brown since 1940.



Continental Companies Building • Chicago 4

Multiple Location Hearing Is Held

(CONTINUED FROM PAGE 1)

starts with two locations because two is the truest definition of a multiple. Forbes said that in Michigan and other Western Actuarial Bureau territory rules don't allow term on stocks. Mr. Carey said that risks in such territories would not get the term discount and thus achieve an advantage over the single location risk.

The independent plan is in effect as a deviation in 10 states—Iowa, New Hampshire, Vermont, Connecticut, Pennsylvania, California, South Carolina, District of Columbia, South Dakota and New York. Several states have taken more time to study the plan.

Problem of Servicing

If the independent plan is approved in all states, do independents contemplate any difficulty getting rating organizations to stamp and service the business? Mr. Forbes asked. Mr. Carey said he hoped not, but if they did have trouble they would set up their own service office to process statistics, etc.

Stone said the independent plan does not result in higher rates. Isn't this a change of mind on the part of the independents? Robert M. Loeffler of counsel for the independents, said no, that it was simply a matter of difference in rating principle. The independent plan puts more emphasis on credit through expense saving and does not reflect any credit for loss ratio of individual risks. Stone wanted to know why these plans don't cover buildings, that the expense saving can also be made there. Mr. Loeffler indicated that this might be a subject for study.

Forbes asked Mr. McCarl how he could keep his companies business insured with a surcharge. As an ex-agent, he said, he doesn't think that can be done unless the market is especially tough. Mr. McCarl said he hoped there would be a tendency for the good business to go to M. L. S. O. and the poor business to the independents, which drew a laugh.

Move in New Jersey

The Fire Insurance Rating Organization of New Jersey has notified company executives that it is submitting both plans to the state insurance department for approval and filing. Hereafter the New Jersey department has stuck to the tariff average plan of writing such risks.

Since it is impossible under the New Jersey rating law for the rating organization to file one of the plans as the plan of the organization and the other as a deviation, it is filing the M.L.S.O. plan for members and subscribers except those which already have requested it or may subsequently request it to file the credit only plan. Companies that have asked for the second plan to be filed for them include those in Royal-Liverpool group, America Fore, Hartford Fire, New York Underwriters and Aetna Life companies.

The New Jersey rating bureau has asked companies desiring the credit only plan to notify it before April 23 as the organization is asking the insurance department to approve the plans as of May 1.

The M.L.S.O. plan being filed apparently is that of December, 1950, and does not contain the amendments of March, 1951.

Amendments to the M.L.S.O. plan be-

came effective in California as of March 29. For forms 1 and 5 the minimum location requirements have been reduced from five to two. A schedule of credits has been established that applies to any account which has a minimum of \$1,000 of premium. The schedule of credits is determined by the size of premium and by the percentage of values at any one location in relation to the total at all locations. The credits range from three to 10% for the size of premium factor and from five to zero for values at one location.

The effect of individual experience on the rate is reduced by the change in credibility modifier. These modifiers were 10, 20, 30, 40 and 50%, and are now 20, 40, 50, 60 and 70%, depending on the percentage of variation, as follows: Ten to 20%, 21 to 40%, 41 to 60%, 61 to 80% and 81% and over.

There is also a change in the expected loss ratio. This previously was 55%, which was used as a breaking point for loss experience. It has been reduced to 50%. It is understood this is aimed at meeting the competition of the 25% saving on expenses of the competitive plan.

The schedule of credits above applies to all perils, whereas the rating factor based on experience applies only to fire.

Form five now will be written at 90% or 100%, whereas formerly only 100% coinsurance was permitted. Term credits are allowed on forms one and five, in accordance with the general rules applicable to the risk and reflecting such factors as protection, sprinkler or non-sprinkler, etc.

It is assumed that these amendments will be filed in states where the independents' plan becomes effective.

Cost Study Problem

The only snag at the hearing developed on the matter of a joint industry study of expenses of doing multiple location business. The N.A.I.C. subcommittee on such expenses headed by James J. Higgins of the New York department recommended a joint effort. Liberty Mutual wired okay if all participated, and Mr. Carey thought the independents would be willing if the details of the plan were satisfactory. But M.L.S.O. said no, it was opposed, it has its own cost gathering plan. It wants to cooperate but is not interested in proving or disproving the correctness of other plans. It would be willing to share in the data effort to the extent that its plan coincides with other plans but not on points where it does not and with which it does not agree in principle.

If the business can't get together on a cost finding effort, the supervisory authorities will have to do the job, Bohlinger declared.

Mr. Higgins pointed out that to have each of the three major plans separately cost analyzed would be expensive and confusing.

Would Alter Mich. Code

LANSING, MICH.—Bills introduced in the Michigan legislature would considerably alter the state insurance code, if enacted in full.

The first bill, which Commissioner Forbes is said to have endorsed although it was not drafted by the department, is something of an "omnibus" measure, containing amendments to various sections of the code. Investment require-

ments would be altered in the life and casualty section, and the present prohibition of expenditures for political purposes would be eased to permit the use of company funds in a political way if the issue involved "materially affects property, business or assets of the company or association."

Another change would make proof of mailing sufficient proof of notice to an insured.

A second bill, with which the department is reputed to have had no connection, would eliminate from the code an existing section under which agency corporations with outstate ownership of stock would be deemed resident agents if they had a 10-year background of resident agency status.

To Hold Wisconsin Midyear Meet at Madison April 24

The midyear meeting of Wisconsin Assn. of Insurance Agents will be held at the Loraine Hotel, Madison, April 24. Highway safety will be especially featured. E. H. Westwick, field representative of Assn. of Casualty & Surety Companies, will head a panel of experts who will demonstrate how to develop highway safety programs. High school driver education programs, testing devices and other points will be discussed.

Arthur M. O'Connell of Cincinnati, immediate past chairman of the Midwestern Territorial Conference, will discuss the background and thinking of the new extended coverage endorsement, developed by the property committee of N.A.I.A., of which he is chairman.

Gov. Kohler and other state officials have been invited to attend the luncheon. Local agents will be hosts to their own senators and assemblymen at the luncheon and other sessions during the day.

Last week the Wisconsin association held a one-day insurance school for agents of district 3 at University of Wisconsin. Insurance problems involving electrical appliance stores were discussed. On the panel were William Leissring, Firemen's Fund Indemnity; T. L. Mulcahy, National Fire, and Charles C. Bliffert, Fidelity & Guaranty. Herbert Ainsworth, Monroe agent, was chairman of this meeting, which was the second of a series to cover each of the 10 districts in the state.

The Wisconsin association has set up a \$250 scholarship for insurance course students in the school of commerce at the university.

Prouty Offers Safety Cup

Cheney Prouty, Kansas City, Kan., president of Kansas Assn. of Insurance Agents, has announced a "safety cup" to be presented annually to the local association which has accomplished the most to promote traffic safety and accident prevention on the streets and highways in its community. Mr. Prouty, who has headed the safety council at Kansas City, is personally offering the cup, which will be awarded each year at the annual convention of the Kansas association. For some years the Kansas association has offered the Rosse Case cup for fire safety effort and the Frank T. Priest cup for local board community service.

New Rate Cut at Beloit

Following a reduction in rates on public buildings at Beloit, Wis., last October and a survey of other facilities there, Fire Insurance Rating Bureau has announced a reclassification which will reduce rates on frame dwellings 10% and on brick dwellings 20%. Reductions will also be made on some types of commercial buildings.

Traver at San Francisco

George G. Traver, manager of the public relations department of National Board, spoke at a special luncheon meeting of San Francisco Blue Goose April 2 as part of a public relations conference held there under the auspices of Pacific Board.

Smith Heads Surety Bond Producers

(CONTINUED FROM PAGE 27)

Gain the confidence of the contractor; discuss with him his professional problems; advise him as to procedures; know the banker involved in the project; be familiar with his fellow agents in his own community; participate more directly in civic and community affairs and be more considerate of his associates in competitive problems.

In his annual report, Mr. Olson said that the surety industry may not be classed as major, but opined that it is essential. The construction industry is without question a major industry and suretyship is an essential part of it. Commenting on current developments, Mr. Olson said the construction industry went to war and surety producers with it. Normal activities were definitely interrupted, calling for cooperation with engineers, architects and other awarding authorities in trying to get the right contractor or contractors on the right job, immediately.

Government Has Many Problems

The government had many problems, Mr. Olson remarked. "One was the coordinating of bond and insurance matters in the armed services. General Marshall was fortunate in being able to enlist the services of Thomas L. Kane for this important post. At the regular convention of National Assn. of Casualty & Surety Agents last fall at White Sulphur Springs, President Holton Price suggested that I go on their executive committee and act as chairman of their surety committee. We agreed that the interests of the government, the public and our industry would be best served by the National Assn. of Casualty & Surety Agents cooperating with Mr. Kane on casualty matters, while the National Assn. of Surety Bond Producers would work with Mr. Kane on suretyship. There was no thought of superseding the company associations but merely of supplementing their activities and protecting the interests of the producers so they would be in an economically sound position to render the cooperation the government needed."

Outline Furnished to Kane

Mr. Olson stated that an outline covering the producer's activities and services available to the government was supplied Mr. Kane in order that he might discuss them with his associates.

Other talks were made by Mr. Dausch on "Preservation of the Producers' Business," and Durel Black, New Orleans, on "What the Association Means to Its Members and the Surety Industry." An address on "The Origin of This Association and Why," prepared by Robert W. Thompson, Dallas, was delivered by Mr. Story in Mr. Thompson's absence due to illness.

Informal discussions centered around contractor clients, blanket fidelity bonds, the defense program, trends in private construction, and servicing of clients in foreign territory.

The meeting concluded with a joint dinner with National Assn. of Casualty & Surety Agents. Part of the agents' midyear meeting was concurrent with the annual meeting of the bond producers.

P. P. Butler, president of First National Bank of Houston, gave a stirring message on the peril of inflation in addressing a joint banquet of the surety bond producers and the casualty and surety group.

Bohlinger on Mutual Card

Alfred J. Bohlinger, New York superintendent, will address the opening session of New York State Mutual Agents Assn. annual convention at Syracuse April 23-24. The meeting will cover all phases of agency management, with speakers taking up office systems, advertising, collections, incorporation, etc.

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the Redeemed captive

He "passed
through great
tribulation"

Almost every house was burned, many townspeople were slain, many others taken captive in the Deerfield massacre of 1704. Rushing forward, stopping, then rushing on again so that the sound of their feet on the snow might simulate gusts of wind, French and Indian marauders had approached the sleeping town. Then climbing on snowdrifts, they leaped over the stockade. Taken by surprise, the citizens were overwhelmed. Next morning more than a hundred captives were marched off through the icy wilderness to Canada.

Among those who suffered greatly was Deerfield's pastor, the Reverend John Williams. He and his family were dragged from their beds and taken captive, his home burned, two of his infant children killed outright. On the first day's journey his wife was slain as were others of the weak and aged. In Canada, Williams and his surviving children were separated. After two years he was ransomed and later described his ordeal in a book, "The Redeemed Captive."



Rejecting calls from other towns, Williams returned to Deerfield where his parishioners built him the above home to replace the one that was destroyed. Possibly because of his past bitter experiences it is said Williams insisted that a secret passage be built around the chimney, running from cellar to attic.

Williams' eight-year-old daughter Eunice who was adopted by Indians on arrival in Canada refused to be ransomed and eventually married into the tribe. Though she paid brief visits to Deerfield in later years, she could not be persuaded to abandon Indian customs, preferring squaw attire to other clothing and showing a partiality for sleeping on the floor instead of in a bed.

Parson Williams' house, where he lived from 1707 to his death in 1729, is now owned by Deerfield Academy. It is one of twenty pre-Revolutionary homes in Deerfield—all sturdy reminders of the courageous Massachusetts colonists.



Tomahawk-pierced 3" oak door of Sheldon's tavern may still be seen in Deerfield.

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